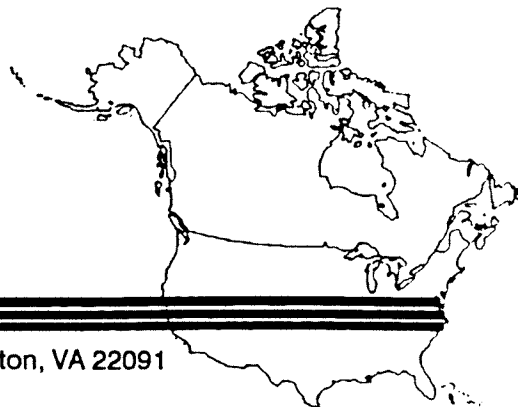


# MII

## Users Association of America

c/o Gardy McGrath International \* 1950 Roland Clarke Pl, STE 100 \* Reston, VA 22091

(800) 966-1030 \* (703) 620-6000 \* Fax (703) 620-6451



# MII Playback

Monthly Newsletter of the MII Users Association of America

September 1992

Vol. 2, No. 6

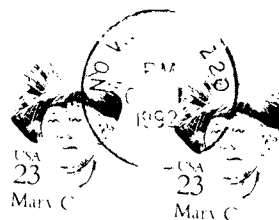
*Inside this issue...*

1992 MII Users Awards Contest  
Special MII EnHanced Series Promotion Comes to a Close  
Trading Post  
Membership Listing (over 750 members strong!)  
And a Whole Lot More...

**Late News Flash -INMOTION**  
**Post Production Survey is FREE to**  
**the first 25 respondents - Now due**  
10/7/92- See page 4 for more details

*The opinions expressed in this publication are those of the individuals quoted and do not necessarily reflect the position of the MII Users Association of America or its members.*

MII Users Association of America  
c/o GMG International Inc.  
1950 Roland Clarke Pl., Ste 100  
Reston, VA 22091



# Commentary from the Executive Director

## *MII'S BEST MARKETING WEAPON...THE USER*

As MII's resurgence has made itself evident over the last year, so has a phenomenon which bodes well for our association. Tales of heroic acts of sales and marketing efforts, far above and beyond the call of duty have been filtering back to MII Users Headquarters. No, I'm not talking about Panasonic sales people, although the job they're doing is without question remarkable. I'm talking about users...users, who have donated their facility time for dealer demos. Users who have spent hours on a phone talking to a potential MII buyer on the referral of an anxious sales rep, detailing the benefits of owning MII. Users who have stood their ground at industry trade shows, in seminars and at discussion forums...defending MII in the face of a Sony-only audience.

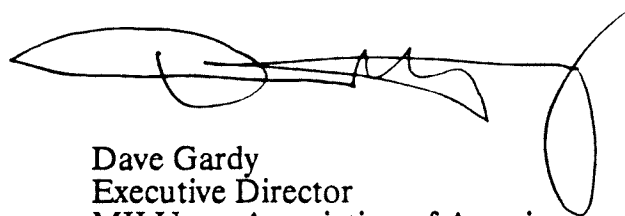
The fact is, MII users are the most potent sales weapon Panasonic has. An organized base of dedicated MII product owners and users who believe in and voice their support for a format is unprecedented in the industry. And in the market today, it's critical to the future of MII.

Our research last year found that the users association and/or its members played a direct role in the sale of over 80 MII units. As the underdog format vying for market share, it's important for everyone to remember the continued importance of these efforts. Users don't do this for commissions...they do it to help our fraternity grow, increase the demand for MII production services, and offer a greater segment of the production community a cost-effective, equivalent or better option to Betacam SP. The users are integral in the crusade to get the word out in a Beta-bent, often misinformed industry.

Panasonic sales and marketing people have worked in concert with the users to support them in their efforts. Sometimes, as one would expect, however, concern has been expressed about the concept of users running their own agenda, selling MII product on the open market.

Understandably, those whose professional responsibility it is to market and sell MII are well-founded in their concerns. But let me address this by saying that the users understand their roles as testimonial providers, system demonstrators and general cheerleaders. When it comes time to close the deal, we hand the sale off to dealers, direct reps, etc. In other words, we sell the format, not the equipment. I can't emphasize enough how much potential buyers value the input of the user...and how well this dealer/user sales approach can work.

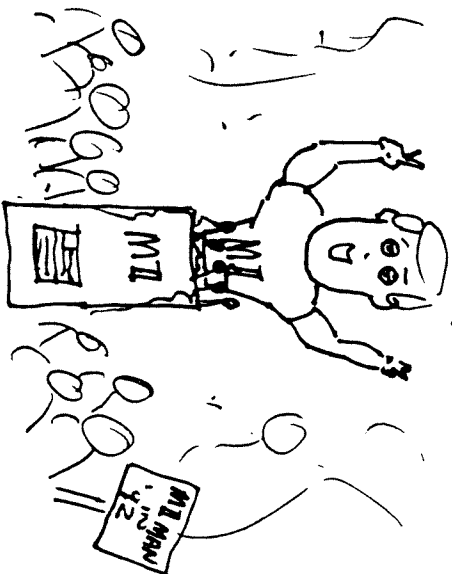
To the users...keep up the good work. Panasonic is grateful for the support. In the coming months and at Users day, we will discuss ways to strengthen this marketing alliance. Perhaps there are ways Panasonic and the association can provide incentives to the MII user army to enhance their sales and referral efforts. Maybe there is an information packet the association can provide users based on Panasonic input about sales and marketing approaches. In the end, the important thing to remember is that when it comes to MII...we're all on the same team.



Dave Gardy  
Executive Director  
MII Users Association of America

*Editors note:* You can reach the association at (800)966-1030, (703)620-6000, fax (703) 620-0451 or by mail: MII Users Association of America, c/o Gardy-McGrath Int'l Inc., 1950 Roland Clarke Pl, Ste 100, Reston, VA 22091

WHEN WE LEFT OUR STORY LAST TIME, MI MAN HAD ANNOUNCED HIS INTENTION TO ANSWER THE ULTIMATE CALLING - AND RUN FOR PRESIDENT OF THE UNITED STATES!



IN A SHOCKER, MI MAN ANNOUNCES HIS RUNNING-MATE! THE PRESS IS ASTROPHOBED! ITS BETA GIRL!

WE ARE UNITED FOR AMERICA!



MI USERS HEADQUARTERS BEGINS TO RECRUIT VOLUNTEERS AND PRODUCE CAMPAIGN COMMERCIALS. THE COUNTRY'S RESPONSE IS OVERWHELMING!



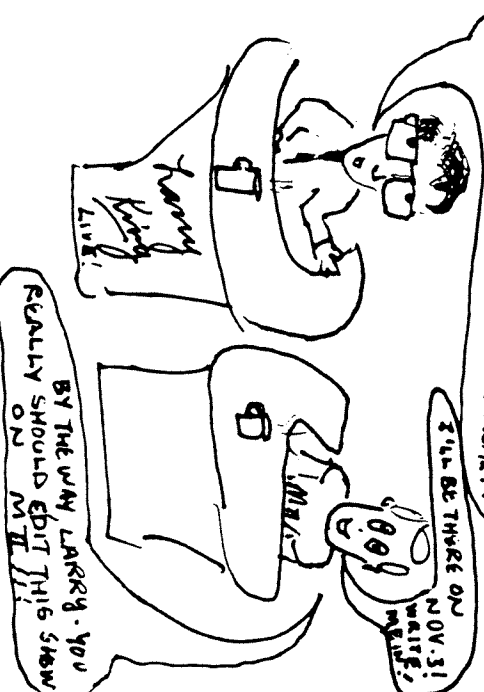
A HUSH FALLS OVER THE PRESS CONFERENCE THE FIRST TIGHT QUESTION OF MI MAN'S PERSONAL LIFE, A TEST FOR ANY CANDIDATE HOW WOULD MI MAN RESPOND?

YOU KNOW, YOU PRESS GUYS REALLY CAN DISTORT THE TRUTH! IT WASN'T AN AFFAIR! IT WAS BETTER! IT WAS A TORRID AFFAIR!!



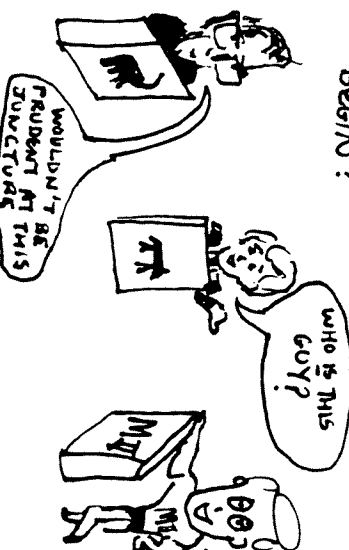
MI MAN DOES THE TALK SHOW CIRCUIT - INCLUDING LARRY KING!

S'NON MI MAN. I'VE HEARD THIS BEFORE! A GUY SAYS HE'S RUNNING, THEN HE BOWS OUT! ARE YOU FOR REAL?!



BY THE WAY LARRY - YOU REALLY SHOULD EDIT THIS SHOW ON MI MAN!!

OF COURSE, EVERYONE KNEW IT WOULD COME DOWN TO THE DEBATES WHICH ARE ABOUT TO BEGIN!



COULD A VIDEO INDUSTRY CARTOON HERO EVEN BEGIN TO COMPETE WITH TWO SEASONED, PROFESSIONAL, POLITICIANS?

JUST WATCH ME!

STAY TUNED - NEXT MONTH!

# MI MAN



**PRESIDENT IN  
'92**

# News Briefs

MII Happenings from around the Country

## Business Television Associates, Inc. Acquires Additional MII Equipment

Bloomington, IL

Business Television Associates, Inc. (BTA) located in Bloomington, IL is excited to announce that they have just purchased an AU-63 and a AU-65 to help fill out their computerized editing suite. They also purchased an AU-520 as a second MII field recorder.

BTA has been shooting on MII for three years for clients such as Caterpillar, Inc. & The State of Illinois. BTA's videographers have shot all around the country as well as shooting in China, Thailand, Malaysia & Australia.

BTA is a full service video production company working with clients around the state on educational and training videos. One of their more exciting productions to date, using MII, was producing a videowall for a client and then setting it up in Las Vegas and Chicago.

BTA is currently working on shooting and editing a Sexual Harassment video and Family Abuse video targeted for teenagers, to be distributed to schools throughout the nation.

BTA is interested in obtaining information that is suited to addressing client concerns about MII vs. Betacam SP. If you have any such information, flyers, brochures, etc. or have ideas on how to counter this, please contact Mark Hewitson, Business Television Associates, Inc. Box 71, McLean, IL 61754. (309) 874-2908 (phone & fax-same number)

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## 2PM Produces MII Program for Swedish Television

Linden, VA

2PM, an audio/video production firm in Linden, Virginia, is currently in production of a 30 minute television program for broadcast by Swedish Television's Kanal 1. The production is a musico-poetic rendering of Tomas Transtromer's masterwork, Ostersjoar, about life in the archipelago outside of Stockholm. A leading candidate for the Nobel Prize, Mr. Transtromer's work has been translated into more than 30 languages. An original voice recording by the poet will be surrounded by extensive sound design and

post scoring.

Video footage taken over the past two summers will be rendered and composited using a NuVista equipped Macintosh sourced from and mastered to MII using frame by frame batch capture and record software recently developed by Diaquest which drastically reduces the online time. The aim will be to create a "painting" in motion.

An American version will also be prepared with the prominent Swedish actor, Max von Sydow, narrating the poem. The program is produced, directed and posted by 2PM.

For further information contact 2PM at (703) 636-4142.

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## Video Concepts Produces Workout Tape Using MII

Maui, HI

Video Concepts, a Maui based production company, completed Marjo Selin's "Savage Grace Workout" tape, shot entirely on Maui, primarily utilizing MII, including some stock 3/4" and SVHS footage.

The tape is for Men and Women who are interested in combining body building techniques and training routines. This production is distributed internationally and advertised in all the major Muscle and Fitness magazines. Marjo Selin is an internationally ranked professional body builder and former IFBB European Champion.

For further information, contact Video Concepts (808)879-1329.

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## GMG Produces MII Music Video and More for Veterans Health Administration

Gardy-McGrath International, Inc. has produced a music video and a documentary concerning the 12th Annual National Veterans Wheelchair Games for the Veterans Health Administration and the Paralyzed Veterans of America, and was funded in part by an educational grant from Marion Merrell Dow, Inc. The VA uses sports and recreation therapy as part of their medical rehabilitation program across the country.

GMG camera crews went on location to Dayton, Ohio - where over 500 wheelchair athletes from around the nation, Puerto Rico and Great Britain gathered to

continues on next page

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participate in the largest wheelchair sports event in the United States. GMG held interviews with the spirited athletes and gathered footage of the weeklong activities which included track & field, swimming, basketball, quad rugby, weightlifting, slalom, bowling, table tennis, archery and billiards. Shot and post-produced on broadcast-quality MII format, these videos capture the excitement generated by worldclass competition amongst wheelchair athletes who train long and hard to be all they can be.

The project is another in a series of presentations Gardy-McGrath International, Inc. has completed for the Veterans Health Administration. Most recently, GMG produced the Telly Award-winning *Eleventh Annual Wheelchair Games* and Lee Greenwood's *Homeless American* music video for the VHA.

Gardy-McGrath International, Inc., one of the largest production houses in the mid-Atlantic region, is based in Reston, Virginia.

For further information call (703) 620-6000

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## Special MII "EnHanced Series" Promotion Extended

Panasonic's special "Loyal MII User Appreciation" Promotion on the new "EnHanced Series" MII products has been extended to September 30, 1992.

Any current MII user that purchases an "EnHanced Series" MII VTR from an authorized MII Dealer between July 1 and September 30, 1992 will be eligible for a reward of between \$250 to \$500, depending on the model purchased.

For purchases of an AU-65H the customer will receive a \$500 reward. An AU-63H purchaser will receive a \$300 reward, while an AU-62H purchaser will receive \$250.

To apply for the reward, simply purchase any quantity of the following Enhanced MII; AU-65H, AU-63H, AU-62H, between July 1 and September 30, 1992, and send the "Loyal MII Customer Appreciation" reward claim form and a photocopy of the invoice, proof of purchase (photocopy of check or purchase order) and the completed warranty cards to Panasonic.

"Loyal MII Customer Appreciation" reward claim forms are available only through the MII Users Association of America. *Customer must contact the MII Users Association of America (800-966-1030) to arrange to receive a claim form.*

Reward amounts shown are per unit purchased. "Loyal MII Customer Appreciation" Reward Claim forms must be received at Panasonic by October 31, 1992. There is no limit to the number of "EnHanced Series" MII units that an MII user may purchase, nor is there any minimum.

To be eligible for this special promotion, the purchaser must be a current MII user. This offer is only for current MII users and will be advertised ONLY through the MII Users Association of America.

Please note, that these rewards cannot be applied toward the purchase price and will be sent directly to the purchaser.

For further information contact the MII Users Association at (800)966-1030 or fax (703)620-0451.

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## MII Job Shop

A forum provided to the membership to publicize both employment opportunities and talent availability for MII expertise. We will publish your help wanted or position wanted ad, (anonymity protected if requested). Please send all employment opportunities, resume's, adcopy, etc. to the association. Our current offerings are: Help Wanted Experienced MII Editor, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202A

Experienced Amiga Graphic Artist, 2-D and 3-D Capability, familiarity with MII desired, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202B

Send resumes and sample tapes to the Association, please state which position you are interested in.

*All responses will be kept in strictest confidence.*

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## Maintenance Software Available

Brian Roos, the Senior Field Engineer for Panasonic's

continued from previous page

Broadcast Engineering and Service Division in Norcross, Georgia, has developed a computer database with step-by-step instructions for performing routine maintenance on most models of Panasonic MII equipment.

The instructions found in this database are meant to be a "user friendly" companion to the maintenance procedures found in Panasonic's service manuals. Procedures for adjusting RF, A/C heads, tape tension, linear audio, and mechanical presets are included; as well as a flow chart illustrating the proper order in which to make these adjustments.

Although not 100% complete the database provides information for the following models: AU-400, AU-410, AU-500, AU-550, AU-60, AU-650, AU-620, and AU-65. The database has an easy-to-use interface for viewing files, and you can print out hard copies of each procedure.

Copies of this program are available from the Association. Just call the us at (800)966-1030 Be sure to let us know what size disk you need-- 3.5 or 5.25, and we'll send a disk to you. We appreciate the effort Brian has put into this project, and we'll provide updates as he adds information about the rest of the MII line.

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## MII Duplication Facilities

If you are a duplicator, or if your facility does duplication in addition to its other services, and you are an MII User. The Association needs to know about it. We are compiling a listing of MII Duplicators that we'll run regularly in the newsletter. Please contact the Association to be included in the listing.

### *Currently our list includes:*

**Action Video Productions,** Greenville, SC (803)297-8865  
**American Production Services,** Seattle, WA (206)282-1776  
**Advanced Audio Video,** Denver, CO 800-668-0406  
**American Magnetic Media,** Denver, CO 800-USA-TAPE  
**AME, N.Hollywood,** CA 800-336-3827  
**Avon Productions,** South Plainfield, NJ (908)756-0643  
**Cassette Dub Inc.,** Northvale, NJ (201) 767-7077  
**CenterCom,** Milwaukee, WI (414)353-2001  
**Commonwealth Films,** Richmond, VA (804)649-8611  
**Copymaster Video,** Villa Park, IL (708)279-1276  
**ECL,** Dallas, TX 800-880-9400  
**HAVE, Inc.,** Hudson, NY (518)828-2000  
**Global Vision,** Reisterstown, MD (301)356-6715  
**Industrial Audio Video,** Houston, TX (713)535-2375  
**Industrial Communications,** Birmingham, AL (205)942-0132  
**MagneTech,** Ft. Lauderdale Fl. 800-683-DUPE  
**Master Images Video Duplication, Inc.** Northbrook, IL (708)564-0470  
**Media Concepts,** St. Petersburg, FL (813) 321-2122, 800-330-3873  
**Multi-Magnetics,** Denver, CO (303)825-7768  
**Park Avenue Productions,** Richmond, VA (804)346-3232  
**Preston Trucking,** Preston, MD (410)673-2930  
**Pro Line Video,** Austin, TX (512)837-2000 x30  
**Vaughn Communications:**  
Minneapolis, MN (800)323-0281,  
Creve Coeur, MO (314) 576-6804,

Phoenix, AZ (800)228-7609,  
Milwaukee, WI (414)276-6511,  
Tampa, FL (800)252-7564,  
New York, NY (212)447-1038,  
Portland, OR (800)772-2251,  
Atlanta, GA (800)966-0859,  
Irvine, CA (800)228-7609  
**Video Duplication,** Atlanta, GA 800-235-9732  
**Video Duplication Services,** Columbus, OH (800)289-4301  
**Videoland,** Lacey, WA (206) 491-1332  
**Video Proofs,** Rohnert Park, CA (707)586-0383  
**Video Replay,** Chicago, IL (312)467-0425  
**Video Transfer,** Rockville, MD (301)881-0270  
**Wilderness Productions,** S. Lake Tahoe, CA (800)874-7488  
in CA (916)577-3008  
**WJZY-TV** Charlotte, NC (704)398-0046  
If your company isn't listed here and should be, please call, the Association at (800)966-1030.

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## MII Rentals

If your facility rents MII equipment out, and you'd like others to know that fact, let us know. We are compiling a list similar to the duplication facilities list. We need to know what MII equipment you rent out. Call (800)966-1030 to be added to the following list.

### *Currently our list includes:*

**AudioVisual Headquarters,** Rancho Dominguez, CA (310)885-4200  
Rent out 3-AU-65's, they have shipping cases.  
**Avon Productions,** S. Plainfield, NJ (908)756-0643  
**Studio & Field MII,** Cameras, etc.  
**Avonix,** Brookfield, WI 800-222-6050 Full line of MII available.  
**Pro Line Video,** Austin, TX (512)837-2000 x30 Full line MII  
**Video Management Systems,** Indianapolis, IN (317)639-6163  
Sony M7 Cam., AU 500 Portable MII Deck.

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## Association Membership

If you are not currently a member of the MII Users Association of America and are interested in joining. Please fax or mail us the following information: company name, contact persons name, mailing address, phone and fax numbers (if available), if you do or do not have MII and which machines (make & model) you have. We may be contacted at:

MII Users Association of America  
c/o GMG International, Inc  
1950 Roland Clarke Pl., STE 100  
Reston, VA 22091

Or you may fax us at (703) 620-0451,  
Toll free phone # (800)966-1030

# MII Users Day Announced!

The second annual MII Users Day has been tentatively announced for Wednesday & Thursday November 18 & 19 at the MII Users Headquarters located at the Gardy-McGrath International, Inc. Studio Production facility in Reston, VA. The event will feature a dinner on Wednesday evening November 18 at a local Reston Hotel, which is also offering special room discounts. Thursday will begin with a catered breakfast and full morning agenda and continue with lunch and afternoon meetings with Panasonic representatives. This location is within 4 miles of Washington Dulles Airport and a shuttle van will be provided for the transportation of all Users to and from the airport. Judging by the previous success of these meetings, last year in Alexandria, VA and at NAB in Las Vegas, this year's event should be well attended and an excellent forum to discuss a range of MII Issues. More details will be announced as plans are finalized. For more information, or to reserve your spot, please contact the Association Headquarters at (800) 966-1030.

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## Government Agency Solicitations

As promised in last issue, we are listing any current government video solicitations. The following information came out of the "Commerce Business Daily" (CBD), which is where all Federal procurement offices are required to announce all proposed procurement actions over \$25,000.00. You can subscribe to the CBD or obtain it from your public library. To subscribe, contact the Superintendent of Documents, Government Printing Office, Washington, DC, Tel (202)783-3238 or fax (202)512-2233.

*Commander, U.S. Army Missile Command, Acquisition Center, Redstone Arsenal, AL 35898-5280*

*Visual information and production services at Redstone Arsenal, AL 35898-5280 SOL DAAH03-92-R-0099 Due 10-22-92 Point of contact (POC) John Gaudle, Contract Specialist, (205) 876-8391, AMSMI-AC-CGEC, Lisa Conley, Contracting Officer, (205)876-8391 (PCF). Synopsis #4092-92 Visual Information and Production service at Redstone Arsenal--Period of performance is one basic year and one (1) option year--a firm fixed price indefinite quantity type contract is anticipated--The proposed contract listed herein is a 100% small business set-aside--any concern, including its affiliates, having average sales receipts for its preceding three fiscal years not in excess of \$14.5 million per year is classified as a small business. All responsible sources may submit a proposal which shall be considered by this Agency-- Request solicitation packages from address above, Attention: AMSMI-AC-CFEC No telephone requests for solicitation will be accepted--All responsible sources may submit an offer.*

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## In Motion Magazine Introduces Special Offer For MII Users

Reduced Rate for Post Production Survey Listing-Only \$40

In Motion Magazine, in cooperation with the MII Users Association is offering a discounted rate for the membership to be featured in a post production survey the November 1992 issue of In Motion. The attached survey must be completed and returned to In Motion by October 5, 1992 to get this discount. The regular cost for this listing is \$55.00. We encourage all users to participate in this discounted program and to return the survey. Remember, the more MII users listed in a national trade journal such as In Motion, the greater industry awareness of the MII format! Don't miss this opportunity to give your facility some national airtime!

For more information contact Debbie at the Users Association Headquarters (800)966-1030 or Debra Vodenos at In Motion Magazine (410)269-0605, fax (410)263-4615.

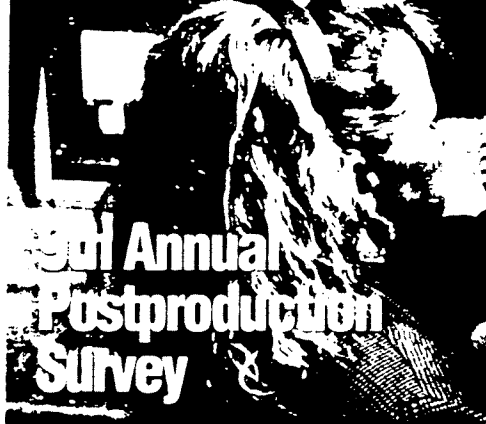


# InMotion

Story, Page 38

Film & Video Production Magazine

November 1991 - \$4.00



9th Annual  
Postproduction  
Survey

The Carolinas  
Production Guide

Starts On Page 46

This is the first page of the  
November 1991  
**INMOTION**  
Postproduction Facility  
Survey.



## Postproduction Facilities

S U R V E Y

By Adrienne Blomquist and Mark Smith

All too often, when the rigors of shooting are over, the term 'fix it in post' becomes a reality. These companies can help. This year, more than 160 houses responded to *In Motion's* 9th Annual Postproduction Survey. Listed are post facilities that will turn your footage into dazzling finished products.

### NORTH

#### Action Graphics

4725 Dorsey Hall Drive, Ste. A402, Ellicott City, MD 21043 301-992-0749 FAX: 301-740-0902 **Contact:** Tyrone Thompson **Years In Business:** 3 **Full-Time Staff:** 2 **Key Staff:** Tyrone Thompson, president, Paul Turner, marketing director. **Services:** Full videographics services specializing in cost-effective broadcast quality 2-D/3-D graphics and animation; DVE, QVPE; character generation; A/V support, multimedia. **A/B roll, videotaster, Amiga/Targa support, output to 1/2-inch, 3/4-inch, component Betacam SP to 1-inch. Additional:** Architectural renderings from Autocad files, Amiga training, mobile on location graphic workstation. **Philosophy:** We would like the opportunity to turn your ideas into reality for any market, budget or project. Quality work, quick turnaround and short design time.

#### Advanced Video Systems

11438 Crounridge Drive, Ste. N, Owings Mills, MD 21117 301-363-3680 FAX: 301-363-3728 **Contact:** Stacy Gillis **Years In Business:** 8 **Full-Time Employees:** 7 **Key Staff:** Larry Gillis, president, Stacy Gillis, VP/senior editor. **Services:** On-line Beta SP and 3/4-inch source to 3/4-inch SP

master, time code, A/B roll Grass Valley protocol switcher, 2-D DVE, Laird Legend character generator, copystand camera, Luma & Chroma key, music library, audio components with reverb. **Off-line:** 3/4-inch or VHS with character generator and fades. **Additional:** Duplications: 1-inch, Beta, 3/4-inch, VHS to VHS, 8mm. Time Code Window Dubs. Beta & 3/4-inch to VHS, 8mm or 3/4-inch. **Philosophy:** Tell us what you want and we will quote you a FLAT RATE price - within your budget.

#### Arna Vodenos Production

131 Rollins Ave., Ste. 3, Rockville, MD 20852 301-881-4664 FAX: 301-881-5264 **Contact:** Arna Vodenos **Years In Business:** 8 **Full-Time Staff:** 3 **Key Staff:** Arna Vodenos, president/owner; Jason Vogel, VP; Paige McKenzie, production manager. **Services:** Two on-line and one off-line suite with 1-inch, Betacam SP, Betacam, 3/4-inch, editing, Abekas A-53D with warp; 10K character generators; Grass Valley switchers; Sony 900 editors; Quanta series 22 audio boards, CD players; voiceover facilities; graphics and animation created on Dubner DPS-1 Paintbox and Cubicomp 3-D system. **Additional:** Multiple-format tape duplication, medical library, producing, directing, scripting and satellite broadcasting. **Philosophy:** It is important to have top quality people responsive to the

clients' needs, operating in a comfortable environment.

#### Atlantic Video

650 Massachusetts Ave., NW, Washington, DC 20001 212-408-0900 FAX: 212-408-8496 150 South Gordon St., Alexandria, VA 22304 703-823-2800 FAX: 703-390-



Atlantic Video's editing suite.

6748 **Years In Business:** 7 **Full-Time Employees:** 60 **Key Staff:** Christopher A. Gates, VP/GM, Anthony Johnson, director/marketing and sales. **Services:** Full service studio production, interformat on-line editing (1-inch, 3/4-inch, 1/2-inch Beta and D-2), 2-D and 3-D graphics design and composition, film-to-tape transfer with scene to scene color correction, multi-path satellite services. **Additional:** Digital audio sweetening, tape-to-tape color correction; digital compositing. **Philosophy:** One stop shop for film and video production coupled with unsurpassed creative and customer service.

#### Audio Plus Video Int'l.

240 Pegasus Ave., Northvale, NJ 07647 201-767-3800 FAX: 201-784-2146 **Contact:** Beth Simon. **Years In Business:** 12 **Full-Time Employees:** 70 **Key Staff:** Andre Macaluso, VP/GM, Beth Simon, VP/sales & marketing; Anthony Beswick, director/engineering & postproduction. **Services:** Standards conversion and duplication facility, also specializing in PAL/NTSC editing, film-to-tape transfers and interstandard audio layback and synchronization. **Philosophy:** We bring a world of services and won't send you out there alone.

#### Audio Visual Artists Productions/AVA

5161 River Road, Building 2, Ste. 101B, Bethesda, MD 20816 301-652-0306 FAX: 301-384-2525 **Contact:** Ruth Slade **Years In Business:** 12 **Full-Time Employees:** 2 **Key Staff:** Richard Slade, president, Ruth M. Slade, executive producer. **Services:** Broadcast quality MII component A/B on-line editing with Grass Valley 141 editor and 100 component switcher. Dubner 10K ▶

November 1991 — In Motion 61

# Second Annual 1992 MII Users Awards Competition Announced!

We are pleased to announce the 2nd Annual 1992 MII Users Awards.

As in last years competition, entries are being solicited in a range of categories, listed below. Awards will be given to the first three finishers in each category.

For contest information purposes, we are including a list of last years winners in each category, who we trust are ready to defend their titles with new submissions. Above all, please be patient, the response is often overwhelming and we need time for our panel of judges to give everybody a fair evaluation.

Ladies and Gentlemen, Start your MII Machines! Good Luck.

Last years winners are:

## Category 1 - Television Commercial Spots

Gold-S & W Productions "Buick"

Silver-KXXV Waco, TX "Cruising for a Babe"

Bronze-2pm Multimedia "Only Two Reasons"

### Special Award of Merit (not listed in any particular order)

-Infovideo "Geico Safety",

-KTRV "Pro Printing Opera Copies"

-S & W Productions "Kent Lake" & "T. Ferrer Photography"

-Garden State Cable "Barry Decorating", "Voyager Swimming-"

Wave of the Future" & "PATCO"

-Vidox "Tony Chachere's Crab Boil"

## Category 2 - TV (Self) Promotion

Gold-WFTS "1989/90 New Shows #1"

Silver-Garden State Cable "All the Best Movies (#14 on reel)"

Bronze-WFTS "Fall Preview 89 Hot, Hot, Hot"

### Special Award of Merit (not listed in any particular order)

-Garden State Cable "High-school Football(#15) & "Tri-County Swim Meet" (#4),

-WFTS "Cosby/Simpsons Promo (#11), "1990 On Air Look Package", "Powers on-Power Sisters".

## Category 3 - TV News or Documentary

Gold-Kelly News & Entertainment "The West" & "In America" (All segments were placed together for contest purposes)

Silver-Veterans Administration "10th Annual Wheelchair Games"

Bronze-WFXI "Crisis Pregnancy Center"

### Special Award of Merit (not listed in any particular order)

-Kramer Video/Grand Slam Productions "Eighty Years of Celebration-Old Comiskey Park"

-Fine Line Productions "Yidishe Gauchos"

## Category 4 - TV Other

Gold-S & W "Assignment Jamaica"

Silver-Video Management Services "1990 Train Young People-job Skills"

Bronze-S & W "Operation Bass"

### Special Award of Merit (not listed in any particular order)

-Video Management "Spazz Ball"

-WFTS "World Cup 89 Winner Recap Watching You" &

"Lionel Program Open", -CNBC Maria Houde "McLaughlin in La"(show open)

-CNBC Kevin Kudatzky "The Dick Cavett Show" (show open),

"Business View" (show open) & "London Economic Summit(segment open)

## Category 5 - Training/Industrial

Gold-Don Brown Productions "IL Fornaio Safety Orientation"

Silver-Virginia Baptist Board "Many Parts One Body"

Bronze-Universal Productions "Generac"

## Category 6 - Corporate Promotional/Sales/Communication

Gold-Washington Natural Gas "Unisyn"

Silver-Firststar "Firststar Files vol. 5"

Bronze-JDK Communications "Texas Instruments"

### Special Award of Merit (not listed in any particular order)

-University of TX Heath Sciences Center "The Vision"

-2pm Multimedia "Image isn't Everything"

-S & W "Fulton/South Fulton (BFTV)" & "Paducah Tourism"

-JDK Communications "Quality Life Care Close to Home"

## Category 7 - Non Broadcast Other

Gold-Ball State University "Physics at the Indy 500"(all segments placed together for contest purposes)

Silver-Firststar "1-900-Get-Cash"

Bronze-Good Counsel High School "Fly With the Falcons"

### Special Award of Merit (not listed in any particular order)

-DSO Productions "Night Song"

-Video Management "1991 Self Promotion"

## Category 8 - Best Low Tech

Gold-Infovideo "GSB"

Silver-WFXI "Spot Business"

Bronze-AMPROD "Smokeless 2000"

## Category 9 - Best Medium Tech

Gold-Air Time Design "Demo Reel"

Silver-Vidox "3-D Anim Demo"

Bronze-2 pm Multimedia "New Message"

### Special Award of Merit (not listed in any particular order)

-2pm Multimedia "Earth Blues"

-S & W "Anim Demo" & "Telethon of Stars"

### **Category 10 - Best High Tech**

**Gold**-WFTS "1990 on Air look Package"

**Silver**-WFTS "Fox Kid's Club Segment Opens"

**Bronze**-Garden State Cable "Fun Video" (Pillars)

### **Special Award of Merit**

-University of TX Health Center "The Vision"

### **Category 11 - Bloopers**

**Gold**-KTRV "Big Bike Crash"

**Silver**-Infovideo "Welcome to the world of ..."

**Bronze**-AMPROD "blooper"

### **Special International Category**

**Gold**-Zack Burkett Productions "Today's South Africa"

**Silver**-AMPROD "Intrada Trionfalidi Amprodia" International

## **Rules for The 1992 MII Video Production Awards**

***Contest Deadline is November 20 ,1992 all submissions must be received by then for consideration.***

***Contest Categories are as follows:(Along with Submittal Lengths)***

- 1. Television Commercial Spots**  
Less than 60 seconds
- 2. TV (Self) Promotion**  
Less than 60 seconds
- 3. Television News or Documentary**  
Less than 60 minutes
- 4. Television, other**  
Less than 60 minutes
- 5. Training/Industrial**  
Less than 30 minutes
- 6. Corporate Promotional/Sales/Communications**  
Less than 30 minutes
- 7. Non Broadcast, Other**  
Less than 30 minutes
- 8. Best/most creative use of "Low Tech"-Mechanical creativity (ie. globe on string)**
- 9. Best/most creative use of Moderate priced equipment (ie. Toaster, other Industrial level equipment)**

### **10. Best/most creative use of Hi-Tech equipment**

### **11. Funniest Bloopers**

*All production submissions must be edited on MII and may be shot in any format. Submissions must be on MII (We Recommend component dub of Master). You may submit more than one entry per tape as long as the tape and accompanying documentation are clearly labeled with all information regarding category, title and time code location for each submission on that tape.*

**Judging Criteria for each of the Categories are as follows:**

- 1. Creativity - 25 points**  
-Originality -Artistic Merit -Innovative Approaches  
-Methodology for fulfilling the video's intended purpose.
- 2. Technical Quality - 25 points**  
-Colorimetry -Video Levels -Compliance with industry specifications  
-Resolution -Scene Transitions -Chroma Concurrence
- 3. Production Technique - 25 points**  
-Continuity -Camera Angles and Movements - Composition  
-Cost/Production Value -Integration of effects and graphics.
- 4. Overall accomplishment of purpose - 25 points**  
-Based on a "production purpose" statement submitted with the video of 25 words or less.

Please include a listing of relevant hardware and techniques used. Multiple entries encouraged.  
All entries must have been produced after October 31, 1991.

Send all entries to:  
MII Users Association of America  
c/o Gardy-McGrath International  
1950 Roland Clarke Place, Suite 100  
Reston, VA 22091  
Attn: Video Contest

*We will return your tape, if you provide a stamped, self addressed envelope.*

# Monthly Survey Results

*Each month the users association polls users on specific MII issues and publishes the results in the next newsletter. Last month we asked questions regarding the upcoming MII Users Association of America meeting to be held in the Washington DC Area in October/November.*

1. How would you rate the job the Association is doing?

Excellent 43.75% Very Good 45.83% Good 10.42% Fair 0% Poor 0%

*Comments: Greatly appreciate the newsletter \* More helpful than Panasonic can be \* If it wasn't for the newsletter, there wouldn't be any important information passed along \* Like the concept, new member \* Surprised that there is a newsletter \* Pleased with content \* Thanks for organizing this Association! \* Keep up the good work. We need a common voice. \* I have made several good contacts through the association. \* MII would be dead in the water with out the MII Users Group. \* More support regarding JVC units. \* Valuable info on all aspects. \* You are keeping us enlightened. \* Updates are very useful. \**

2. Are there any specific areas that you would like to see changed or addressed to better serve our members?

Yes 47.92% No 52.08%

*Comments: JVC equipment-more tech tips. \* Users should clean machines as often as possible, very pleased with equipment. \* Very pleased. \* Like to see cleaning tips, dropout problems exist. \* JVC info if possible \* Need to get more tech info out. \* Panasonic personnel don't seem to have editor knowledge for help, very slow to service decks. \* List of common technical problems, and how to solve them. \* More tech updates. \* Biggest problem, getting parts - unacceptable waiting time. \* More info on format comparison. \* Offer a computer B.B.S.! The library can keep newsletter files, tech notes, upgrade & service data, etc. \* An automatic mailing of technical bulletins from Panasonic to all MII users. What about JVC MII? Training service technicians. \* Need a survey on MII servicing-needs to be improved. Is Panasonic forgetting MII and concentrating on D-3? \* Add a section devoted to problems and solutions encountered while shooting or editing on the MII equipment & how it is being used with other equipment. \* More detailed cleaning procedure for AU-63 & AU-65. \* Product Literature mailed on regular basis from Panasonic to highlight new products when they come available. \* More maintenance issues \* More Amiga Toaster tips. \**

3. Would you be interested in attending a one or two day MII Users Meeting in the Washington, DC area in October or November?

Yes 60.42% No 39.58%

*Comments: Easier if tied to large show (ie. NAB). \* Time is too tight. \* If it has very valuable info of interest to a JVC user. \* Time factor, have meetings in different regions. \* Single day meeting preferable! \* Arrange a meeting in the midwest if possible. \**

4. Are there any specific issues/subjects you'd like to see covered on an agenda at an Association meeting?

Yes 45.83% No 54.17%

If so, what subjects/issues would you like to see covered at such a meeting?

*Open up association to D-3 users. \* Wish that Panasonic would quit coming out with new formats, and stick to supporting the ones that they have. \* Drop out w/playback on AU-620-has problems Audio is not enjoyable-are there any tips for improvement. \* Need to discuss JVC and relationship to MII. \* Tech updates. \* Wait time for Panasonic Service on technical matters. Panasonic needs to be more supportive. \* Battery shoots, Power sources, How people are handling Multi Audio Tracks. Interested in upgrades and packages. Drop out compensator option. A/B comparison interformat editing. \* Format comparison, what can we do to overcome MII ignorance with the public? \* The creation of a bulletin board service for the MII Users Association, that would allow us to share more information. \* Maintenance of MII and future developments. \* How to upgrade system components to enhance production quality. \* JVC support, more publicity about MII Technical support by local service people. Hard to find someone to work on gear. \* Are other MII users having problems obtaining upper drums (AU 65 & AU 660) ? None in USA! That is unacceptable. Can't anybody fix an AU400 or AU 410? \* Editing Problems, System Maintenance problems, Equipment maintenance demonstration-machine disassembled. \* Educating customers about MII, Beta SP has greater exposure-clients ask for Beta SP, they have no idea about MII. \* Normal Maintenance, support MII use. \* Why does it cost so much to replace heads ? Discount places who sell tape stock, tape is still too costly per/ft. compared to Betacam SP, and it is not available in enough outlets. \* Would like to address issue of AU 65 & AU 63 jumping picture ( hiccups ). \* Long term support of MII. \**

## ***MII Trading Post***

### **Please Contact Us When The Equipment Is Sold**

**Panasonic AU-660, Studio recorder/editor with, with auto tracking, TBC, TC, etc. Excellent Condition.** Asking \$17,000.00/negotiable. Also, Animation system available. Contact Steve Crouch (301)946-6380. (MD)

**Panasonic AU-650, MII Studio recorder/editor, with auto tracking, TBC, TC for slow motion and still, low hours, excellent condition.** Best Offer. Contact Tom Kramer (206) 322-6555 8:30-5 PST (WA)

**Panasonic AU-650, MII Studio recorder/editor, Low hours all updates and documentation included (2 available) call for price and specifics.** Unitel Video, Mark Miller (213)878-5800, 9:00am to 6:00 pm Mon-Fri PST (CA).

**Panasonic AU-63, MII Studio Player w/AT, New in Box, \$11,600.00.** Contact Darrell Johnson (800)264-0590 (TN)

**Panasonic AU-63, MII Studio Player w/AT, Demo, \$8,500.00. Full Warranty.** Contact Bill Frazier (412)243-1300 (PA)

**Panasonic AU-63, MII Studio Player w/AT, Demo with time code, \$8,900.00, 200CLE 3-Chip Camera 3,700.00, The following have worked well together in a A/B roll MII suite: Jazz "Ensemble DVE with all extra cards and upgrades-paid \$18,000.00 sell for \$9,000.00. Panasonic AGA800 Edit Controller with 3 9-pin cards \$2,900.00, AGSW 800 AV Switcher \$2,500.00 TBC 200 \$1,500.00.** Contact Jack Miller at (914) 592-4151 (NY)

**JVC KRM-820U MII Editor, with 1 event A/B roll edit controller built in, with SMPTE Time Code Card included. Good Condition, 2 yrs old, Asking \$5,000.00. JVC SA-T310U Component TBC, \$2,000.00** Contact Terry Grant (612)870-0028 (MN)

**JVC KRM 800U MII Recorder/Editor. Excellent condition.** Asking \$10,000.00 . Contact Frank Maiale at WYOU TV (608)258-9644 (WI)

**JVC KRM 800U MII Recorder-Player. Less than 400 hours...\$4,000.00, JVC KY 320 Camera w/Fujinon, 16 x 9.5 Lens, includes portabrace, power supply, batteries , shipper case and CCU...\$3,500.00.** Contact Jordan Gershon, Majec Productions, (913)894-1188 (KS)

**JVC KRM800, MII Editor, Low hours, \$7,000.00 or best offer.** Please contact Dan O'Connell for further information. (813)755-9783 (FL)

**JVC KRM260 (91) Dockable MII Deck, attached to a JVC KY-25 (91) Camera. Deck has less than 10 hours, Camera less than 90 hours.** Lots of accessories (batteries, Portabrace cover, Adaptors). Please contact Mitch Schaffer, Innisbrook Resort (813)942-2000 ext. 5290 (FL)

**Tascam 48-0B 1/2" 8 Track, 2 Tascam DX-4D (DBX), ES-50 Synchronizer, ES-51 Sync Control Unit and cables. Also, 6 virgin reels 3M 226 Mastering Tape. Complete Package, Brand New, Perfect Condition!! Less than 5 hours on heads.** Originally purchased for \$9,800.00 Asking \$4,000.00/OBO. Help me to finance my new digital sound editor! Contact Jodi Heurung at (612)935-0033. (MN)

**Panasonic AG 7500A SVHS Editing Decks. Special Demo Units, in box, FULL Warranty. \$3,500.00 each, or both for \$6,800.00. New edit controller also available \$1,400.00. MX10 Digital Special Effects Generator w/Title \$900.00. Please contact Tim Dench,(502)239-0229 (KY)**

**Used MII Tape- Limited number of MII tapes, Large cassettes, 30's, 60's 90's. Low Passes, most with factory case, "All Bulked".** Good for many purposes. \$3.50 each in lots of 100. Buyer pays the shipping charges. Contact Ed McKay or John Bishop at (704)398-0046 (phone), or (704)393-8407 (fax)(FL)

**Find Financial Freedom in Florida, Well established (10 yrs), Turnkey video productions company for sale by owners. Complete training and great terms available. Includes; broadcast editing system, fully equipped toaster, audio system, 3 chip camera and dockable portable, fluid head tripod, lowel lights, mics, film and slide transfer system, In-house duplication system, 800 # and credit card acceptance, furniture, phones and much , much more. You could be enjoying a positive cash flow today. All for well under \$100,000.00 Call (813)545-2646 for complete details. (FL)**

**Wanted: USED ONE INCH MACHINE, Prefer Ampex VPR-2 or Hitachi HR200E or HR200B.** Please contact Debbie at the MII Users Association, (800)966-1030 (VA) if you have one to sell.

*If you have equipment you would like included in the next Trading Post, please contact us in writing, either by fax or mail at MII Users Association of America, c/o GMG International Inc., 1950 Roland Clarke Place, Suite 100, Reston, VA 22091, Attn: Debbie,*

*Fax (703) 620-0451 (800)966-1030 Please contact us when the equipment is sold.*

# MII Users Association of America Membership Listing

## Alabama

AUVID Productions  
Int'l Inc.  
Paul D. Kennamer, Sr.  
PO Box 1933  
Huntsville, AL 35807  
(205) 534-4666  
Have MII

AUVID Productions  
Int'l Inc.  
Nancy Kabajain  
PO Box 1933  
Huntsville, AL 35807  
(205) 534-4666  
Have MII

DCH Regional Medical  
Center  
Larry Parker  
809 University Blvd E.  
Tuscaloosa, AL 35401  
(205) 759-7332  
Have MII

Digital Media Solutions  
Doug Butler  
3626 Clairmont Ave  
Birmingham, AL 35222  
(205) 323-5994  
No MII

First Frame Video  
Services  
David Black  
2440 Wineridge Dr.  
Birmingham, AL 35244  
(205) 988-3267  
Have MII

Flint Hill Productions  
Charles & Mary Golden  
255 S. Charleston CT  
Montgomery, AL 36117  
(205) 277-7760  
Have MII

Industrial  
Communications Inc  
Mike Cornelius  
PO Box 190201  
Birmingham, AL 35219  
Have MII

Industrial  
Communications Inc.  
Britton Neal  
232 Oxmore Cir  
Birmingham, AL 35209  
Have MII

## Arizona

COVID  
Imre A. Csaszar  
1725 W. 17th St.  
Tempe, AZ 85251  
No MII

Del Sol Productions  
Ruben Ruiz  
19 W. Ventura  
Tucson, AZ 85705  
(602) 622-1515  
Have MII

KTVW  
Bruce Sherman  
3019 E Southern Ave  
Phoenix, AZ 85040  
(602) 243-3333  
Have MII

KVOA-TV  
Randall Meston  
209 W. Elm St.  
Tucson, AZ 85705  
(602) 792-2270  
Have MII

Studio Optix  
Christopher Hutson  
103 W Alameria  
Phoenix, AZ 85003  
(602) 254-4668  
Have MII

Troxell  
James Chalifoux  
4830 S. 38 St.  
Phoenix, AZ 85040  
(800) 352-7912  
Dealer

Vaughn Duplication  
Services  
Jim Lawson  
3802 East University  
Drive, Suite 2  
Phoenix, AZ 85034  
(800) 228-7609  
Have MII

## Arkansas

5 Star Video  
Randy McFarland  
1112 Garrison Ave  
Ft Smith, AR 72901  
(501) 783-7751  
Have MII

Arkansas Farm Bureau  
Keith Garrison  
PO Box 31  
Little Rock, AR 72203-  
31  
(501) 228-1488  
No MII

KHOG  
Marvin Macedo  
PO Box 1029  
Fayetteville, AR 72701  
(501) 521-1010  
Have MII

KTHV  
Chuck Weaver  
720 Izard St  
Little Rock, AR 72209  
Have MII

Sigma Broadcasting  
Don Vest  
PO Box 4150  
Ft Smith, AR 72914  
(501) 783-4040  
Have MII

Video Pro Productions  
T Hall  
PO Box 1694  
Pine Bluff, AR 71613  
No MII

## California

ADV Tech  
Thomas Huckle  
8057 Crossbridge Rd  
Dublin, CA 94568  
(415) 833-6031  
Have MII

AME-Bill Messersmith  
1133 N. Hollywood Way  
Burbank, CA 91505  
(818) 841-7440

AME Inc.  
Larry Cohen  
5510 Cleon Ave.  
N.Hollywood, CA 91601  
(800) 336-3827  
Have MII

AME Inc.  
Chip Vierung  
5510 Cleon Ave.  
N.Hollywood, CA 91601  
(800) 336-3827  
Have MII

Assoc. Elec.  
Gene Husting  
3585 Cadillac Ave  
Costa Mesa, CA 92626  
(714) 850-9342  
Have MII

AudioLab Electronics  
Ron Stofan  
5831 Rosebud Ln  
Bldg C  
Sacramento, CA 95841  
Manufacturer

Audio Visual  
Headquarters  
Richard Farnham  
2300 Gladwick  
Rancho Dominguez, CA  
90220  
(310) 885-4200  
Supplier

Bay Cable Advertising  
Jim McQuin  
20902 Cabot Blvd  
Hayward, CA 94545  
(510) 732-7320  
Have MII

BCS  
Wendy Sahyoun  
4525 Valerio St.  
Burbank, CA 91505  
(818) 845-7000  
Supplier

Cal Poly San Luis Obispo  
Peter Woodworth  
Audio Visual Services  
Dept.  
San Luis Obispo, CA  
93407  
(805) 756-7197  
Have MII

Capitol Productions  
Steven Schiavone  
9773 Beachwood Dr.  
Orangevale, CA 95662  
No MII

Clockwork Studios  
Chris Petiprin  
10695 Treena Street  
Suite 106  
San Diego, CA 92131  
(619) 578-8433

Compact Video Group,  
Inc.  
John Donlon  
2813 Alameda Ave  
Burbank, CA 91505  
(818) 840-7000  
Have MII

C. E. Heath Co  
Cathy Baker  
4 Embarcadero Ctr,  
Suite 2050  
San Francisco, CA 94111  
(415) 956-5834  
Have MII

Don Brown Productions  
Don Brown  
1429 W. Collins Ave.  
Orange, CA 92667  
(714) 771-9711  
Have MII

DNF Industries  
Eve Norell  
1032 North Sweetzer  
Ave  
Suite 212  
W. Hollywood, CA 90069  
(213) 650-5256  
No MII

DSO Productions  
Robert Orban  
2413 Lincoln Ave  
Belmont, CA 94002  
Have MII

EIG Video  
Bud Turner  
PO Box 960  
Lucerne Valley, CA  
92356  
No MII

First Light Video  
Publishing  
Andy Romanoff  
8536 Venice Blvd  
Los Angeles, CA 90034  
(310) 558-7880  
No MII

Grace Video  
Maynard Dennis Grimm  
34476 Colville Pl  
Freemont, CA 94555  
(510) 794-8365  
Have MII

Grass Valley Group  
Don Davis  
P.O. Box 1114,  
Mail Stop N3-2H  
Grass Valley, CA 95945  
(916) 478-3097  
Manuf.

GRC Electronics  
Greg Capelo  
6242 Pearl Lake Ave  
San Diego, CA 92119  
(619) 464-6446  
Repair

Horizon Christian  
Fellowship  
Roger Vans  
PO Box 17480  
San Diego, CA 92117  
(619) 277-4991

IVS, Inc.  
Ray Dunn  
7925 Auburn Blvd  
Citrus Heights, CA  
95610  
(800) 745-6601  
Dealer

ITD Productions  
Herbert Kellner, Ph.D.  
1561 Madrid Dr  
Vista, CA 92083  
(619) 598-8451  
Have MII

Jet Propulsion Lab  
Cory Borst  
4800 Oak Grove Dr.  
Pasadena, CA 91109  
(818) 354-6170  
Have MII

KATZ Inc.  
Rich Borowy  
PO Box 2608  
San Fernando, CA 91393  
(818) 895-8921  
No MII

KCRA  
Marty Main  
3 Television Cir  
Sacramento, CA 95814-  
0794  
(916) 325-3255  
Have MII

Kelly News &  
Entertainment  
Jay Rudin  
3 Television Cir  
Sacramento, CA 95814  
Have MII

Kolb Entertainment  
Kenneth Kolb  
14380 Foothill Blvd #26  
Sylmar, CA 91342  
(818) 362-6753  
No MII

KRBK-TV  
Annette Wegesend  
500 Media Pl.  
Sacramento, CA 95815  
(916) 929-0300  
Have MII

KUSI  
Richard Large  
4575 View Ridge Ave  
San Diego, CA 92123  
(619) 571-5151  
Have MII

Ace Kutsuna  
533 21st Pl  
Santa Monica, CA 90402  
Have MII

LifeEnrich  
Robert Reese  
10055 Wolf Rd, STE B14  
Grass Valley, CA 95949  
(916) 268-0882

Miles Media Corp  
Richard Miles  
4009 Union Ave  
Bakersfield, CA 93305  
No MII

Miller Video  
Lee Miller  
608 Wilson Ave  
Novato, CA 94947  
(415) 898-9998  
Have MII

NBC  
Jim Smith  
3000 W. Alameda Ave  
Rm 4359  
Burbank, CA 91523  
(818) 840-4281  
Have MII

NBC  
Mr. Bill Johnston  
3000 W. Alameda Ave  
Burbank, CA 91523  
Have MII

NBC  
Mr. J. Schoedler  
3000 W. Alameda Ave  
Burbank, CA 91523  
Have MII

NBC Sports  
Jack Simmons  
3000 W. Alameda Ave  
Rm 4359  
Burbank, CA 91523  
(818) 840-4290  
Have MII

Nelson Media Group  
Bill Nelson  
951A Valhalla  
Bakersfield, CA 93309  
(805) 833-8313  
Have MII

North American  
Television  
Jim Ren Huang  
10355 E. Rush St  
El Monte, CA 91733  
No MII

Gene Zimmerman Jr  
Odetics Broadcast  
1515 S Manchester Ave  
Anaheim, CA 92802-  
2907  
(800) 243-2001  
Manuf.

Paltex International  
Jim Owen  
2752 Walnut Ave  
Tustin, CA 92680  
(714) 669-8322  
Manuf.

Precious Memories  
Video  
Chuck Hashim  
320 East 18th St.  
Bakersfield, CA 93305  
(805) 324-8947  
No MII

Recatec Inc LH Lee 1290 Lawrence Station Rd Sunnyvale, CA 94089 No MII	Video Proofs George Barich 560 Martin Ave Studio D Rohnert Park, CA 94928 (707)586-0383 Have MII	KCD Ted Chavez 9952 Eastman Park Dr. Windsor, CO 80551 (303) 686-4640 Have MII	Cinemat Tim Schult 127 Main St. N. Woodbury, CT 06798 (203)263-0006 Have MII	C-SPAN Bill Conover 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 737-3220 Have MII	WRC-TV Ron Thorpe 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4012 Have MII
R.T. Forney & Associates 28 Southbrook, STE 4 Irvine, CA 92714 (714)551-9062 Have MII	Wilderness Production Mike Conway PO Box 10260 S. Lake Tahoe, CA 96158 (916)577-3008 Have MII	KCNC-TV David Layne 1044 Lincoln St Denver, CO 80203 (303) 830-6426 Have MII	Insight Tom Carroll 288 Willow St Norwalk, CT 06850 (203) 853-1115	C-SPAN Tim Masters 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 737-3220 Have MII	Florida AAACHEN Productions George Phelps 11261 S.W. 177th St. Miami, FL 33157 (305) 255-9563 Have MII
Spot Productions Frank Vanella 5343 Birch Grove Dr. San Jose, CA 95123 (408) 224-1500 Have MII	Your Video Productions Jeri Ann Severson 2183 Fairview Rd, Ste. 104 Costa Mesa, CA 92627 (714)645-9687 Have MII	KCNC-TV Larry Ries 1044 Lincoln St Denver, CO 80203 (303) 830-6341 Have MII	Key Logo Steven Gibson 8F Weavers Hill Greenwich, CT 06831 (203)531-8814 No MII	Department of Veteran Affairs George Brown Communications 810 Vermont Ave, NW Washington, DC 20420 No MII	Airtime Design Brooks Reid 6490 SW 113th Miami, FL 33156 (305) 666-0925 Have MII
Tele-Video Production Services Jon Solander 600 Grand Ave Suite 401 Oakland, CA 94610 (510)893-0555 Have MII	Colorado Advanced Audio Video Michael Cassidy 7700 E. Iliff, Suite H Denver, CO 80231 (800) 368-0406 Have MII	KCNC-TV Don Sturgesleski 1044 Lincoln St Denver, CO 80203 (303) 830-6313 Have MII	Quinnipiac College Bruce Carpenter Mt Carmec Ave Hamden, CT 06518 No MII	House Recording Studios Rick VanWinkle B310 Rayburn Building Washington, DC 20515 (202) 225-3941 Have MII	ASCA Dan Block 2860 Armadillo Tr Titusville, FL 32780 (407) 269-1303 Have MII
Tentel Kirk McConnell 4475 Golden Foothills Pkwy El Dorado Hills, CA 95630 (800) 538-6894 Manuf.	Advanced Audio Video A.J.Delizza 7700 E. Iliff, Suite H Denver, CO 80231 (800) 368-0406 Have MII	KOAA-TV Ken Renfrow PO Box 195 Pueblo, CO 81002 (719)544-5781 Have MII	TRV Fastcam Sports TV Production Bruce Edwards PO Box 52 West Mystic, CT 06388 (203) 572-8220 Have MII	Mediasource, Inc. Bill Parks 2121 Wisconsin Ave., N.W. Suite 64 Washington, DC 20007 (202)298-8100 Supplier	Audio Visual Inovations Ron Lyman 6313 Benjamin Rd. Tampa, FL 33634 Dealer
The Video Production Co. of America Walter Knox 4750 Topeka Dr. Tarzana, CA 91356 (818) 343-4896 Have MII	American Magnetic Media Steve Helmick 5580 Havana Unit 6A Denver, CO 80239 (800) USA-TAPE Have MII	Martin Marrietta Jim Pirtle Falcon AFB Colorado Springs, CO 80912 (719) 380-2552 Have MII	WTXX-TV Charles Allen 414 Meadow St Waterbury, CT 06702 (203)575-2020 Have MII	Minority Training Center Richard Ray 1407 K Street, NW Washington, DC 20005 (202) 371-1444 No MII	Bassin Distributing Jim Dichito 15959 NW 15th Ave Miami, FL 33169 (800)329-7664 Supplier
Truckee River Studios Larry Beldon 1680 Diablo Vista Rd Alamo, CA 94507 (510) 943-7192 Have MII	American TV & Communications David Franklin 160 Inverness Dr. W. Englewood, CO 80112 (303) 799-1200 Have MII	Multi-Magnetics, Inc. John Simon 10336 S. Dransfeldt Rd. Unit 6 Parker, CO 80134 (800)732-7768 Have MII	WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 Have MII	National Credit Union Administration Bob Parks 1776 G St. N.W. Washington, DC 20456 Have MII	Blue Mango Productions Ed Reinhardt 1513 Wiley St Hollywood, FL 33020 (305) 921-0079 Have MII
UC B/HIS Broadcasting NE Peterson 8990 Gaddini Rd Winters, CA 95694 No MII	Davis Audio-Visual, Inc. Richard Davis 1801 Federal Blvd Denver, CO 80204 (303) 455-1122 Dealer	Optical Audio Productions Mike Koury P.O. Box 2243 Fort Collins, CO 80522 (303) 484-5535 Have MII	WTXX-TV Prospect, CT 06712 (203)758-3905 Have MII	Organization of American States TV Unit Gabriel Gross 17th & Constitution Avenues Washington, DC 20006 (202) 458-3985 No MII	CBF Media Centre Bob Bernhardt 3400 Raleigh St Hollywood, FL 33021 Have MII
UCLA-Behavioral Sciences Media Lab NPI Gary Lord 760 Westwood Plaza Los Angeles, CA 90024 (213) 825-0448 Have MII	Davis Audio-Visual, Inc. Howard Goldbaum 2100 Clay St. Denver, CO 80211 Dealer	VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202 (800) 637-4336 Supplier	District of Columbia Anacostia H.S. Fred Atarod, RM 228 16th & R St., SE Washington, DC 20020 No MII	The Media Group Andrea Stelter 1118 22nd St., NW Washington, DC 20037 (202) 833-4461 No MII	Composite Video Service Bill Costello 11100 66th St.N. Suite 27 Largo, FL 34643 (813) 546-6407 Have MII
United Media Leslie Ricci 4771 E. Hunter Anaheim, CA 92807 No MII	Davis Audio-Visual, Inc. Peter Blaney 19 West La Vages Colorado Springs, CO 80903 Dealer	Windstar Studios Mike Wemple 525 Communications Cir. Colorado Springs, CO 80905 (719) 635-0422 Have MII	C-SPAN Brian Lockman 444 North Capitol Street Suite 412 Washington, DC 20001 (202) 737-3220 Have MII	Computer Power, Inc. Glenn Caton 661 Riverside Ave Jacksonville, FL 32204 (904)359-5135 Have MII	
Unitel Video Mark Miller 3330 Cahuenga Blvd, West Los Angeles, CA 90068 (213) 878-5800 Have MII	Group Publishing David Priest PO Box 481 Loveland, CO 80539 (303)669-3836x267	Connecticut Angelsea Productions Tiffany Eddy 55 Russ St. Hartford, CT 06106 (203)241-8111 Have MII	C-SPAN Dave Roycraft 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 626-7991 Have MII	WRC-TV Ron Thorpe 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4012 Have MII	Channel 20 Scott Monaghan 215 N. Olive Ave, Suite 100 West Palm Beach, FL 33402 (407) 355-4239 Have MII
Vaughn Duplication Services Paul Taylor 2465 Campus Dr., Ste M Irvine, CA 92715 (714)252-0190 Have MII	Tom Houston 3321 Apple Ave Loveland, CO 80538 (303)667-2001 Have MII	Anton Bauer Michael Malcy 1 Controls Dr. Shelton, CT 06484 (203) 929-1100 Manuf.	C-SPAN Tim Dombro 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 737-3220 Have MII	WRC-TV Harris Sullivan 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4133 Have MII	Continental Cablevision Alan Tomasetti 141 N.W. 16th St Pompano Beach, FL 33060 (305) 946-7011 Have MII

Encore Steve Mashburn 1252 E. Hillsborough Ave Tampa, FL 33604 (813) 669-8332 Supplier	Medfo, Inc. Dennis McDougall 6110 9th St. N. St Petersburg, FL 33703 (813) 521-4130 Have MII	WDZL Bob Castillo 2055 Lee St. Hollywood, FL 33020 (305) 925-3939 Have MII	National Video Exposure Clyde Land 5100 Kerry Dr. Atlanta, GA 30331 (404) 344-1551 Have MII	Video Concepts Bob Ramacher 535 Lipoa Pkwy Kihei, Maui, HI 96753 (808) 879-1329 Have MII	Ed Janik Productions Ed Janik RR 2, Box 94C Pleasant Plains, IL 62677 (217) 626-1976 Have MII
Full Sail Jim Michael 3300 University Blvd Winter Park, FL 32792 (407) 679-0100 Have MII	Media Concepts Bob Skidmore 559 49th Street South St. Petersburg, FL 33707 (813) 321-2122 Dealer	WFLA Mike Healy 905 E Jackson St Tampa, FL 33614 (813) 228-8888 Have MII	Northwest Airlines, Inc. Bob Sharrett 1000 Inner Loop Road Atlanta GA 30337-6072 (404) 530-6955 Have MII	Video Concepts Kevin Harrington 535 Lipoa Pkwy Kihei, Maui, HI 96753 (808) 879-1329 Have MII	Illinois Central College Tom Boyer 1 College Drive East Peoria, IL 61635 Have MII
Gendra Broadcasting Corp Michael Luisi 2800 Biscayne Blvd, STE 700 Miami, FL 33137 Have MII	Multi Image Group Jim Ballentine 1080 Holland Drive Boca Raton, FL 33487 (800) 523-2682 Supplier	WFTS Luis Romero 4501 E Columbus Dr Tampa, FL 33605 (813) 623-2828 Have MII	Printpack, Inc. John Clower 4335 Wendell Dr. Atlanta, GA 30336 (404) 691-2538 x445 Have MII	Video Lab Norm Nichols 641 Keeaumoku, Ste. 5 Honolulu, HI 96814 (808) 947-5227 Have MII	JRC Productions Rob Aiello 528 Northlake St Aurora, IL 60506 (708) 896-4250 Have MII
JJ Farris Enterprises, Inc. Joe Farris 6240 NW 173rd St #1027 Miami, FL 33015 (305) 825-3908 No MII	Sakolsky Productions Kerry Sakolsky 700 Biltmore Way, Suite 1202 Coral Gables, FL 33134 (305) 441-1935 Have MII	WFTS Jean Varn 4501 E Columbus Dr Tampa, FL 33605 (813) 623-2828 Have MII	Savannah College of Art & Design Ralph Gnann 235 Haversham St. Savannah, GA 31402 (912) 238-2407 Have MII	Idaho KTRV Brian Royster 679 6th St Nampa, ID 83651 (208) 466-1200 Have MII	Kemper National Insurance Bill Demarco Kemper TV Studios F-3 Rt. 22 & Kemper Dr. Long Grove, IL 60049 (708) 540-4449 Have MII
Lakeland Regional Medical Center Education Dept. Ryan Lee 1324 Lakeland Hills Blvd. Lakeland, FL 33805 (813) 687-1127 Have MII	Uptown Productions AJ Machada 14413 SW 46 Ter Miami, FL 33175 No MII	WPTV Edward J. Roos P.O. Box 510 Palm Beach, FL 33480 (407) 655-5455 Have MII	Strickland Video & Film Support John Strickland 2972 Chipmonk Trail Marietta, GA 30067 (404) 988-0803 Have MII	United Artists Cable Neil Smith PO Box 44 Boise, ID 83744 (208) 375-2727 Have MII	Little Fort Media Weldon Johnson 113-115 N Genesee Waukegan, IL 60085 (708) 244-9666 Have MII
Lockheed Space Operations Robert Simmer MS LSO 115 Kennedy Space Center, FL 32899 (407) 867-2280 Have MII	U.S. Air Force Wright Laboratory WL/MNGI Don Snyder Eglin AFB, FL 32542 (904) 882-9911 No MII	Georgia Atlanta Duplication Dan Nobels 4330 Royal Mustang Way Lithonia, GA 30058 (404) 978-1299	TVF Productions John Salter 1612 N. Oak St. Valdosta, GA 31602 (912) 244-9597 No MII	Illinois 3M Tape Sales Dave Rahmlow 908 N. Elm St. Hinsdale, IL 60521 (800) 942-3961 Manuf.	Master Images Video Duplications, Inc. Skip Navar 3176 Mac Arthur Blvd. Northbrook, IL 60062 (708) 564-0470 Have MII
Magic Motion Film & Video Ron Shaw PO Box 533071 Orlando, FL 32853 (407) 643-1429	Valencia College Jim Barber Film Technology Program, Mail Stop 3-2 701 N. Eeonlockhatchee Trail Orlando, FL 32825 (407) 299-5000 x2415 Have MII	Atlanta Video Production Center Joseph Gora 1570 Northside Dr. NW 240 Atlanta, GA 30318 (404) 355-3398 Have MII	Vaughn Duplication Services Rick Gauthier 2700 NE Expressway Bldg A, Ste 200 Atlanta, GA 30345 (404) 728-9025 Have MII	Bible Students Publications George Tabac 900 Brentwood Bensenville, IL 60106 (708) 595-0984 Have MII	Millikin University Ronnie Dean 1184 W. Main Decatur, IL 62522 (217) 424-6254 Have MII
MagneTech Michael Pardo 3941 SW 47th Ave. Ft Lauderdale, FL 33314 1-800-683-DUPE (305) 791-6711 Have MII	Vaughn Duplication Services Ric Everett 5414 Beaumont Center Dr., Ste 202 Tampa, FL 33634 (813) 887-3141 Have MII	IBM Tommy Lee 3100 Windy Hill Rd. Internal Zip WE1C1 Marietta, GA 30067 (404) 835-3492 Have MII	Video Duplication David Heslin 3095 Presidential Dr. Ste F Atlanta, GA 30340 (800) 235-9732 Have MII	Bloomquist & Associates, Inc Dick Bloomquist 828 N. Addison Ave Elmhurst, IL 60126 (708) 530-4077 Have MII	NBC Mr. T. Powers 454 N. Columbus Dr Chicago, IL 60611 Have MII
Mayo Clinic Asa Floyd 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2672 Have MII	Videocam Export Co. Juan Carlos Carrillo 7305 NW 36th Street Miami, FL 33166 (305) 592-2034 Have MII	IBM Victoria Pendleton 3100 Windy Hill Rd. Internal Zip WE1C1 Marietta, GA 30067 Have MII	Video Supply Sales Co. Mark Radford 3440 Oakcliff Rd. Suite 112 Atlanta, GA 30340 (404) 458-2468 Dealer	Business TV Associates Mark Hewitson RR 1, Box 71 McLean, IL 61754 (309) 874-2908 Have MII	Norwest Communications, Inc. Mark Karney 123 S. Hough St. Barrington, IL 60010 (708) 381-3271 Have MII
Mayo Clinic Bill Wimsatt 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2008 Have MII	Videotaping Services Inc Dale Sweet 1911 Manor Circle Dr Winterhaven, FL 33880 Have MII	Lewis Broadcasting Co. Wallace Tidwell PO Box 61268 Savannah, GA 31420 (912) 925-0022 No MII	Videotography Inc Damon Smith PO Box 8263 Savannah, GA 31412 No MII	Center Video Rex Balz 5615 W. Howard Street Niles, IL 60648 (800) 621-4354 Supplier	Provid Supply Regina Szpak 896 Webster Ln Desplaines, IL 60016 (708) 299-7832 Supplier
Medfo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703 (813) 521-4130 Have MII	Video Techniques, Inc. Robert Lorentzen PO Box 9649 Bradenton, FL 34206- 9649 (813) 746-4949 Have MII	Lithonia Lighting Mike Rogers Video Communications 1400 Lester Rd Conyers, GA 30207 (404) 922-9000 x2517 Have MII	Zan Productions Roseann Bush 1390 E Rock Springs 4 Atlanta, GA 30306 (404) 872-0719 Have MII	Copymaster Video Larry Stengren 711 E. Fairfield Ave. Villa Park, IL 60181 (708) 279-1276 Have MII	Southern Illinois University John Kautzer Campus Box 1775 Edwardsville, IL 62026 (618) 692-2230 Have MII
	Vue-Com Inc. Marshall Ham 1126 S Division Ave Orlando, FL 32805 (407) 423-7869 Dealer	Media Magic Bill Batchelor 3952 Casey Glen Ct Duluth, GA 30136 (404) 418-0984 Have MII	Hawaii Hot Shot Productions Jim Abell PO Box 1297 Kapa, HI 96746 No MII		State Farm Insurance Gary Chambers 1 State Farm Plaza Bloomington, IL 61710 (309) 766-6176 Have MII



**State Farm Insurance**  
Randy Smith  
1 State Farm Plaza  
Bloomington, IL 61710  
(309) 766-6176  
Have MII

**State Farm Insurance**  
Steve Snyder  
1 State Farm Plaza  
Bloomington, IL 61710  
(309) 766-3368  
Have MII

**Televent Video Services**  
Don Shannon  
6533 West North Ave  
Oak Park, IL 60302  
(708) 383-5588  
Have MII

**TeleVisual Productions**  
Dave Beatty  
1287 Wabash  
Springfield, IL 62704  
(217) 787-4757  
Have MII

**The Orenda Group**  
Jim Riemersma  
9848 South Winchester  
Ave  
Chicago, IL 60643  
(312) 238-3578  
Have MII

**Three Angels**  
Broadcasting Network  
Doug Garica  
PO Box 220  
West Frankfort, IL  
62896  
(618) 627-4651  
Have MII

**Video FX**  
Stuart Soifer  
400 Jefferson Ct  
Wheeling, IL 60090  
No MII

**Video Production Group**  
Mark Wilder  
511 Court St  
Pekin, IL 61554  
(309) 353-6158  
Have MII

**Video Replay**  
Ron Norinsky  
118 West Grand Ave.  
Chicago, IL 60610  
(312) 822-0221  
Have MII

**Video-Tech Production**  
Alan Thursby  
P.O. Box 2251  
1602 Melrose Ct.  
Decatur, IL 62526  
(217) 877-9422  
Have MII

**WICD-TV**  
David Boyer  
250 Country Fair Dr.  
Champaign, IL 61821  
(217) 351-8500  
Have MII

**WGEM**  
Brady Dreasler  
513 Hampshire  
Quincy, IL 62301  
(217) 228-6618  
Have MII

**WIFR-TV**  
Willard Shears  
PO Box 123  
Rockford, IL 61105  
(805) 987-5300  
Have MII

**WTVO**  
Al Petzke  
1917 N Meridian Rd  
Rockford, IL 61105  
(815) 963-5413  
Have MII

**WYCC-TV**  
Donald Rhodes  
7500 S. Pulaski Rd.  
Chicago, IL 60652  
(312) 838-4853  
Have MII

#### Indiana

**Ball State University**  
Bill Cahoe  
University Media  
Services  
Muncie, IN 47306  
(317) 285-1487  
Have MII

**Ball State University**  
Jim Scott  
University Media  
Services  
Muncie, IN 47306  
(317) 285-1487  
Have MII

**Ball State University**  
Chris Weyers  
BC#179  
Muncie, IN 47304  
(317) 285-8185  
Have MII

**Maginity Video**  
Productions  
Harry Maginity  
4330 Forrest Manor Ave  
Indianapolis, IN 46226  
Have MII

**Reed Productions**  
Kevin Bassett  
PO Box 977  
Warsaw, IN 46580  
(219) 267-4199  
Have MII

**Sho-n-Tell**  
Rollie Bunce  
8241 Milhouse Rd  
Indianapolis, IN 46241  
(317) 856-5418  
No MII

**Versatile Video Services,**  
Inc.  
Terry Burke  
P.O. Box 333  
Yorktown, IN 47396  
(317) 759-4747  
No MII

**Video Management**  
Systems  
Dan Hall  
1004 E. Washington  
Street  
Indianapolis, IN 46202  
(317) 639-6163  
Have MII

**Video Management**  
Systems  
Jeff McFall  
1004 E. Washington  
Street  
Indianapolis, IN 46202  
(317) 639-6163  
Have MII

**WIPB-TV**  
Bob Fairchild  
PO Box 1708  
Muncie, IN 47308  
(317) 285-1249  
Have MII

**WIPB-TV**  
James Miller  
PO Box 1708  
Muncie, IN 47308  
(317) 285-1249  
Have MII

**WKJG-TV**  
Matt Kyle  
2633 West State Blvd  
Ft. Wayne, IN 46808  
(219) 422-7474  
Have MII

**WFFT-TV**  
Mac McShane  
3707 Hillegas RD  
Ft. Wayne, IN 46808  
(219) 471-5555  
Have MII

**Wolfe Communications**  
Inc.  
Dion Wolfe  
Box 105  
Valparaiso, IN 46383  
(219) 464-5019  
Have MII

**WTTV**  
Fred Baumgartner  
3490 Bluff Road  
Indianapolis, IN 46202  
(317) 787-2211  
Have MII

#### Iowa

**American Heritage**  
Cable  
Brian Sawyer  
1729 McPherson Ave  
Council Bluffs, IA 51503  
(712) 328-7207  
Have MII

**Cedar Rapids Television**  
Co.  
Bruce Kruse  
Second Ave. at Fifth St,  
SE  
Cedar Rapids, IA 52401  
(319) 398-8422  
Have MII

**Iowa State University**  
Denny Goodrich  
Media Production Unit  
Exhibit Hall S  
Ames, IA 50011  
(515) 294-2316  
Have MII

**Iowa State University**  
Jim Twetten  
Media Production Unit  
Exhibit Hall S  
Ames, IA 50011  
(515) 294-2316  
Have MII

**Kirkwood Community**  
College  
Joe Taylor  
6301 Kirkwood Blvd SW  
Cedar Rapids, IA 52406  
(319) 398-5620  
Have MII

**Pratt Audio Visual &**  
Video Corp.  
Cynthia Egger  
200 Third Ave., SW  
Cedar Rapids, IA 52404  
(319) 363-8144  
Dealer

#### Kansas

**Beechcraft Corp.**  
Richard Young  
PO Box 85  
Wichita, KS 67201  
Have MII

**First Generation Video**  
Wink Friesen  
1802 N. Plum  
Hutchinson, KS 67502  
(316) 662-9262  
Have MII

**Heartland Productions,**  
Inc.  
Bryan Winsby  
PO Box 4180  
Shawnee Mission, KS  
66204  
(913) 236-6088  
Have MII

**KPTS**  
Dave McClintonck  
320 W. 21st St  
Wichita, KS 67201  
(316) 838-3090  
Have MII

**KSAS-TV**  
David Bird  
316 N. West St.  
Wichita, KS 67203  
(316) 942-2424  
Have MII

**KSNW**  
Mark Luedtke  
833 N. Main  
Wichita, KS 67201  
(316) 265-3333  
Have MII

**Majec Video Productions**  
Jordan Gershon  
9275 Flint St  
Overland Park, KS 66214  
(913) 894-1188  
Have MII

**Smokey Hills Public TV**  
Lloyd Mintzmeyer  
PO Box 9  
Bunker Hill, KS 67626  
(913) 483-6990  
Have MII

**University of Kansas**  
Brian Powell  
Athletic Dept.-Football  
Allen Fieldhouse  
Lawrence, KS 66045  
Have MII

#### Kentucky

**Dench Video Services,**  
Inc.  
Tim Dench  
9141 Bardstown Rd.  
Louisville, KY 40291  
(502) 239-0229  
No MII

**S & W Productions**  
Tom Prigge  
459 Broyles Ave  
Paducah, KY 42003  
(502) 554-3057  
Have MII

**S & W Productions**  
Terry Schmitt  
459 Broyles Ave  
Paducah, KY 42003  
(502) 554-3057  
Have MII

**WPSD-Engineering**  
Dept.  
Jim Franklin  
P.O. Box 1197  
Paducah, KY 42002-1197  
(502) 442-8214  
Have MII

#### Louisiana

**Newcomer Young**  
Productions  
James Young  
201 Trenton St  
West Monroe, LA 71291  
(318) 325-4413  
Have MII

**Newcomer Young**  
Productions  
Ken Purcell  
201 Trenton St  
West Monroe, LA 71291  
(318) 325-4413  
Have MII

**Newcomer Young**  
Productions  
Chris Turner  
201 Trenton St  
West Monroe, LA 71291  
(318) 325-4413  
Have MII

**New Orleans Convention**  
Center  
Mike Blohm-Technical  
Services  
900 Convention Center  
Blvd  
New Orleans, LA 70130  
(504) 582-3062  
No MII

**Vidox**  
Chris Allain  
1223 St. John  
Lafayette, LA 70506  
(318) 237-1700  
Have MII

**VIP**  
Philip Nelson  
2908 Cameron St. STE B  
Monroe, LA 71201  
(318) 322-8222  
Have MII

**World Christian Church**  
Leslie Johnson  
Film Dept. #1808  
Hwy 59  
Mandeville, LA 70448-  
4000  
No MII

#### WYES

Mike Denning  
PO Box 24026  
New Orleans, LA 70184  
(504) 486-5511  
Have MII

#### Maine

**James Waligora**  
3555 N. Raymond Rd  
Poland Spring, ME  
04274  
No MII

#### Maryland

**AVA Productions**  
Dick Slade  
1412 Northcrest Drive  
Silver Spring, MD 20904  
(301) 384-9595  
Have MII

**Bell Atlantic**  
Tom Erdely  
801 Roeder Road  
Silver Spring, MD 20910  
(301) 565-8663  
Have MII

**Carpel Video**  
Andy Carpel  
429 E. Patrick St  
Frederick, MD 21701  
(800) 238-4300  
supplier

**Colorlab**  
Russ Suniewick  
5708 Arundel Ave.  
Rockville, MD 20852  
(301) 770-2128  
Have MII

**Communications**  
Televideo Ltd.  
Paul Farren  
9301 Georgia Ave.  
Silver Spring, MD 20910  
(301) 585-6311  
Dealer

**Fallen Angels Films, Inc.**  
Lynn Till  
530 Fawn's Walk  
Annapolis, MD 21401  
(410) 974-0516

**Fay Communications Inc.**  
Tim Fay  
802 Argyle Rd  
Silver Spring, MD 20901  
(301) 588-0778  
Have MII

**Fuji Film**  
J. Thomas Baum  
1089 Heathers Dr.  
Westminster, MD 21158-  
3602  
(301) 876-9590  
Manuf.

**Global Vision**  
Tariq Nazir  
PO Box 535  
Reisterstown, MD 21136  
(301) 356-6715  
No MII

**Hocus Focus Productions**  
Don Armstrong  
200 E Joppa Rd, Ste  
L105  
Towson, MD 21204  
(410) 832-5740

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Henry Joseph, III 10169 New Hampshire Ave. Suite 198 Silver Spring, MD 20903 (301) 434-7347 No MII	Ralph Graves Productions, Inc. Bill Graves 5161 River Rd, Bldg 2, Suite 103 Bethesda, MD 20816 (301) 986-4577 Have MII	WBFF Del Parks 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII	Plainsong Productions Ben Achtenberg 47 Halifax Street Jamaica Plain, MA 02130 (617) 524-0980 No MII	PKH Video Peter Hickman 1997 M-50 Tecomseh, MI 49286 (517) 423-2137 Have MII	WNEM TV 5 Greg Surma 107 N. Franklin St PO Box 531 Saginaw, MI 48606 (517) 755-8191 Have MII
Image Productions John Young 111 South Potomac St. Hagerstown, MD 21740 (301) 739-4590 Have MII	Regional Cable Network Cindy Garland 1000 Willow Cir. Hagerstown, MD 21740 (301) 797-5000	WBFF William Hackney 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII	Post Time Productions Fred Mycroft 340 Anawam Street Rehoboth, MA 02789 Have MII	Q-1 Video Network Tim Hart 62 Division Coldwater, MI 49036 (517) 279-8752 Have MII	WNEM TV 5 Michael J Miller 107 N. Franklin St PO Box 531 Saginaw, MI 48606 Have MII
Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 Have MII	Ritz Audio/Visual Scott Grady 6620 Virginia Manor Beltsville, MD 20705 No MII	WHAG-TV Wayne Younkins 13 E. Washington St. Hagerstown, MD 21740 (301) 797-4400 Have MII	ProMEDIA Florian Cabral 246 Palmer Street Fall River, MA 02724 (508) 994-0447 Have MII	Thalner Electronic Labs Karl Couyoumian 7235 Jackson Rd. Ann Arbor, MI 48103 (313) 761-4506 Dealer	WNMU-TV Northern Michigan University Earl Littich Marquette, MI 49885 Have MII
Kennedy Krieger Institute Michele Lash 707 N. Broadway Baltimore, MD 21211 (410) 550-9448	Sign Media Inc. Verden Ness 4020 Blackburn Lane Burtonsville, MD 20866 (301) 421-0268 Have MII	Massachusetts A/V Services Bob Pooler 674 Mass Ave (Rt 111) Boxborough, MA 01719 (508) 263-7727 Have MII	Studio 5 Productions Bill Lowell 5 TV Place Needham, MA 02192 (617) 449-0400 Have MII	Thalner Electronic Labs John Young PO Box 96 Bangor, MI 49013 (616) 427-8233 Dealer	WXYZ Mike Doback PO Box 789 Southfield, MI 48037 (313) 827-9490 Have MII
Lister Hill Natl. Center For Biomedical Communications James Charuhas Bldg 38A RM B2N35 Bethesda, MD 20894 (301) 496-6396	Specialized Communications Dave Clayberg 907 Maryland Ave. Hagerstown, MD 21740 (800) 359-1858 (301) 790-0103 Repair	Bob Benson Video Film Robert Benson 287 Chappel St Holden, MA 01520 (508) 829-4105 Have MII	Thom McAn Greg Lindgren 67 Millbrook St. Worcester, MA 01606 (508) 791-3811 Have MII	University of Michigan, METN Jerry McCarty RM 1020 HH Dow Bldg Ann Arbor, MI 48109- 2136 (313) 763-1233 Have MII	WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504 Have MII
Montgomery College Tom Cook 51 Mannakee Rockville, MD 20850 (301) 251-7159	TCI Cablevision Bob Hidey 201 S. Mechanics St Cumberland, MD 21502 (301) 722-6547 Have MII	The Camera Corp Marty Feldman 858 Providence Hwy Norwood, MA 02062 Dealer	WNAC-TV Gary Sprague 33 Pine St Rehoboth, MA 02769 Have MII	Vivid Visions, Inc Christopher Hart 9282 General Dr., Suite 130 Plymouth, MI 48170 (313) 453-7770 Have MII	Minnesota 3M Bob Herman 3M Center Building 223-5N-01 St Paul, MN 55119 (612) 736-2549 Manuf.
Preston Trucking Bob Lyons 151 Easton Blvd. Preston, MD 21655 (301) 673-7151 Have MII	TPI Productions Bill Perkins 5410 Goldsboro Road Bethesda, MD 20817 (301) 320-5979 Have MII	Crimson Tech Lee Wolloff 325 Vassar St Cambridge, MA 02139 (617) 868-5150 Dealer	Thom McAn Paul Maybee 1800 W US 223 Adrian, MI 49221 (517) 263-6232 Have MII	VPM Studios Gene Casaroll 13761 Bell Court Stirling Heights, MI 48312 (313) 939-8680 Have MII	Alpha Video Ben Vogel 7836 2nd Ave. S. Bloomington, MN 55420 Dealer
PG County Office of TV Resources Don Mattingly 8437 Landover Road Landover, MD 20785 (301) 386-1629 Have MII	Video on Location Jimmy Veizis 11600 Nebel St. Rockville, MD 20852 (301) 984-5823 Have MII	GTE Labs, Inc. Rich Weiland 40 Sylvan Rd. Waltham, MA 02254 (617) 466-4151 Have MII	Delta College Harold Conley University Center, MI 48710 (517) 686-9354 Have MII	Western Michigan Public Broadcasting Tim Scarpino 301 West Fulton Grand Rapids, MI 49504-6492 (616) 771-6666 Have MII	Audio Visual Wholesaler Tom Toutges 5395 31st Ave Plymouth, MN 55447 Dealer
Prince Georges Co. Public Schools Scott Schiller 8437 Landover Road Landover, MD 20785 Have MII	Video on Location Dino Veizis 11600 Nebel St. Rockville, MD 20852 (301) 984-5823 Have MII	LCR Productions Leo Rotkiewicz, Jr. 46 Elm St South Deerfield, MA 01373-1006 (413) 665-2946 No MII	Digital Animation Corp. Ron Ware 24445 Northwestern Hwy, Suite 105 Southfield, MI 48075 (313) 354-0890 No MII	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008- 3899 (616) 387-5040 Have MII	Century Design Jody Heuring 530 15th Ave. S. Hopkins, MN 55343- 7889 (612) 935-0033 Have MII
Prince Georges Co. Public Schools Chuck Wolfe 8437 Landover Road Landover, MD 20785 Have MII	Video Transfer, Inc. Ernie Aschenbach 5709 Arundel Ave. Bethesda, MD 20852 (301) 881-0270 Have MII	Media Partners of MA Gary Pink 1837 Ocean St. Marshfield, MA 02050 (617) 837-5301 Have MII	Dunbar Video Productions William Dunbar 2487 Houser Rd Holly, MI 48442 (313) 634-8686 Have MII	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008- 5167 (616) 387-5042 Have MII	Champion Auto Stores Larry Gilbertson 5520 N. Highway 169 New Hope, MN 55428 (612) 535-5984 Have MII
Professional Products, Inc. James Baldwin 4964 Fairmont Ave. Bethesda, MD 20814 (301) 657-2141 Dealer	VMAG Kendra Cook 5410 Goldsboro Road Bethesda, MD 20817 (301) 320-0077 Have MII	MIT Earth & Planetary Sciences Tim Dowling 18 Vassar St Bldg 54-420 Cambridge, MA 02139 (617) 253-1785 Have MII	Dan Fitzgerald P.O. Box 126 Tecomseh, MI 49286 (517) 423-8124 No MII	Western Michigan University Brad Morgan Television Studios Kalamazoo, MI 49008- 5167 (616) 387-5042 Have MII	Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 646-1780 Dealer
Professional Products, Inc. Bob Williams 2605 N. Rolling Rd, Suite 406 Baltimore, MD 21207- 1960 (301) 298-7111 Dealer	Washington Professional Systems Mike Gerry 11157 Viers Mill Rd Wheaton, MD 20902 (301) 942-6800 Dealer	New England Cablevision Jerry Klinow 38 Blackburn Center Gloucester, MA 01930 (508) 281-2285	International Learning Systems, Inc. Larry S. Bothe Rm 120 Bell Hall Andrews University Berrien Springs, MI 49103-0087 (616) 471-6052 Have MII	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008- 5167 (616) 387-5042 Have MII	Conus Communications Jonathan Meyers 3415 University Ave St Paul, MN 55114 (612) 642-4637 Have MII

Gottry Advertising & Marketing, Inc. Rich Elsberry 5001 West 80th ST., Ste 655 Bloomington, MN 55437 Has MII	Promotional Films and Video, Inc. Al Peterson 1313 Cambridge St. Hopkins, MN 55343 (612) 935-2183 Have MII	KECI-TV Larry Arbaugh PO 5268 Missoula, MT 59806 (406) 721-2063 Have MII	WOWT-TV Rick Klutts 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII	Bottom Line Television Mike Moran 6 Northwest Blvd Newfield, NJ 08344 (609) 697-4661 Have MII	United Artists Cable Peter Strang-Wolf 421 Allwood Rd Clifton, NJ 07012 (201) 779-2444 Have MII
Grant Booker Video Terry Grant 2543 Nicollet Ave. S Minneapolis, MN 55404 (612) 870-0028 Have MII	Todd Communications Tom Upmann 6545 Cecilia Cir. Minneapolis, MN 55439 (612) 941-0556 Dealer	KCFW-TV Chris Neuhausen PO Box 857 Kalispell, MT 59901 (406) 755-5239 Have MII	WOWT-TV Robert Sandoval 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII	Cassette Dub Inc. Paul Ranieri 245 Livingston Street Northvale, NJ 07647 (201) 767-7077 Have MII	WJ Kronemyer Associates Bill Kronemyer 280 East Glen Ave. Ridgewood, NJ 07450 (201) 445-1919 No MII
Jamieson & Associates, Inc. Raymond Voss 5200 Wilson Road - 300 Minneapolis, MN 55424 (612) 920-3770	Vaughn Duplication Services Doug Olzendk 7951 Computer Ave South Minneapolis, MN 55435 (800) 323-0281 Have MII	KTVM Bill Ward 750 Dewey Blvd Butte, MT 59701 (406) 494-7603 Have MII	Nevada Markone Video Mark Carey 1030 Bibleway 6 Reno, NV 89502 (702) 786-6464 Have MII	Champagne Productions Joe Costello 35 Long Valley Rd Lodi, NJ 07644 (201) 368-8122 Have MII	Z F/X Video Production Al Martucci 140 Arlington Blvd North Arlington, NJ 07031 (201) 997-2191 No MII
Juntunen Video Mike Vinup 708 N. First St., Ste 131 Minneapolis, MN 55401 (612) 341-3348 Have MII	Vaughn Duplication Services Michelle Sahlin 7951 Computer Ave South Minneapolis, MN 55435 (612) 832-3108 Have MII	KULR-TV Dean Jansma PO Box 80810 Billings, MT 59108 (406) 656-8000 Have MII	Truckee River Studios, Inc. Larry Beldon PO Box 1529 Verdi, NV 89439 (800) 824-0977 Have MII	CNBC Mr. M. Reitman 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII	New Mexico Four M Video Inc EF Morrill 6001 San Mateo Blvd NE, STE F-3 Albuquerque, NM 87109 No MII
KARE Norm Beardsley 8811 Olson Memorial HWY Minneapolis, MN 55427 (612) 546-1111 Have MII	Missouri American Cablevision John Denison PO Box 5454 Kansas City, MO 64131 Have MII	Nebraska Boys Town Mark Warsoski 555 N 30th St Omaha, NE 68131 Have MII	New Hampshire Channel One Video Bill Channel PO Box 1437 Seabrook, NH 03874 (603) 474-5046 No MII	CNBC Kevin Kudatzky 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII	G.C. Video, Inc. Diane Bogle 425 Eubank Blvd, NE Suite E Albuquerque, NM 87123 (505) 293-6509 Dealer
KTCA Jerry Huiting 172 E. 4th St. St. Paul, MN (612) 222-1717 Have MII	Duff Video Productions Ron Duff P.O. Box 881 Cape Girardeau, MO 63702-0881 (314) 334-1189 Have MII	Chapman & Associates Don Chapman 1912 California St Omaha, NE 68102 (402) 3430440 Have MII	Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301 (603) 228-0412 Dealer	CNBC Steve Crispiano 2200 Fletcher Ave. Fort Lee, NJ 07024 (201) 583-6354 Have MII	KGSW-TV Mark Gardner 1377 University Blvd NE Albuquerque, NM 87102 Have MII
Marketing By Video Bill Hagan 6440 Flying Cloud Dr., STE 101 Eden Prairie, MN 55344 (612) 944-3323 Have MII	Good News Productions Stan Waite Box 222 2111 N. Main Joplin, MO 64802	Creighton University Terence Barrio 2400 California St Omaha, NE 68178 (402) 280-5124 Have MII	Icicle Productions Erik Lourette 7 Hampstead Rd Box 439 Sandown, NH 03873 No MII	Creative Associates Harrison Feather 626 Bloomfield Ave. Verona, NJ 07044 (201) 857-3444 No MII	New Mexico Highlands Univ. Drake Bingham Communication Arts Bldg Las Vegas, NM 87701 (505) 454-3353 Have MII
Mayo Clinic Marvin Mitchell Video Communications Systems Rochester, MN 55905 (507) 284-2511 Have MII	KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108 (314) 454-6306 Have MII	Creighton University Chuck Lenosky California at 24th ST Omaha, NE 68138 Have MII	Taylor & Company Robin Taylor 13 Dartmouth College Hwy Lyme, NH 03768 (603) 795-4100 No MII	Edit Masters David Lane 1000 Laurel Oak Corp Center Voorhees, NJ 08043 (609) 784-1177 Have MII	New Mexico Technical Institute Paul Hofman Geoscience Dept. Socorro, NM 87801-4796 (505) 835-5108 Have MII
Miller Meester Advertising Dan Sauard 17 N Washington Ave Minneapolis, MN 55401 (612) 337-9120 Have MII	University of Missouri Video Network James Gaar 301 Fine Arts Bldg UMKC Kansas City, MO 64110-2499 (816) 235-1094 Have MII	Data Security Inc. Wayne Boies 2801 N. 27th St. Lincoln, NE 68521 (800) 225-7554 Manuf.	New Jersey Audio + Video Post Tony Beswick 235 Pegasus Ave Northvale, NJ 07647 (201) 784-2818 No MII	Garden State Cable TV Martin Ottremsky 1250 Haddenfield-Berlin Rd. Cherry Hill, NJ 08034 (609) 354-1223 Have MII	PCI, Inc. Idella Cantrell 1595 W. Amador Ave Suite H Las Cruces, NM 88005 Dealer
Northland Insurance Companies Charlie Stellick 1295 Northland Dr. St. Paul, MN 55120-1146 (612) 688-4721 Have MII	Vaughn Duplication Services Pete Leverenz 13241 Tandem Drive Creve Coeur, MO 63146 (314) 576-6804	Garner Industries Scott McLain 4200 N 48th Lincoln, NE 68504 (800) 228-0275 Manuf.	Avon Productions Fred Lipowitz 123 Matis Street South Plainfield, NJ 07080 (908) 756-0643 Have MII	New Life Productions Richard Myers PO Box 5500 Millville, NJ 08332 (609) 825-3332 Have MII	Sandia National Labs Jim Lloyd Organization 7212 P.O. Box 5800 Albuquerque, NM 87185 (505) 844-3867 Have MII
NW Airlines Bob Brandia 5101 NW Dr St. Paul, MN 55111 (612) 726-0355 Have MII	Montana Eagle Communications, Inc. C.J. Cannaliato PO Box 5268 Missoula, MT 59806 (406) 721-2063 Have MII	Godfathers Pizza Inc. Tom Elkins 9140 W Dodge Rd Omaha, NE 68114 (402) 391-1452 Have MII	Bell Atlantic Corporate Television Richard Deiss 540 Broad Street, Room 400 Newark, NJ 07101 (201) 649-3885 Have MII	NBC Mr. Wayne Grennier 101 Broad Avenue Fairview, NJ 07022 Have MII	Sandia National Labs Charles Johnson Div 9249 Box 5800 Albuquerque, NM 87185 (505) 844-7911 Have MII

<b>Troxell</b> Terry Hixson 2730 San Pedro, NE Albuquerque, NM 87110 Dealer	<b>Camera Mart</b> Steve Gordon 456 W. 55th St. New York, NY 10019 (212) 757-6977 Supplier	<b>Hofstra University</b> Mark Sugarman Special Events A/V 112 Student Center Hempstead, NY 11550 No MII	<b>NBC News</b> Joe Marrone 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	<b>SUNY Institute of Technology</b> Steve Perta PO Box 3050 Utica, NY 13504 (315) 792-7180 Have MII	<b>Long Communications</b> Billy Register 1018 Morrisville Pkwy, Ste D Morrisville, NC 27560 (919) 481-1188 Dealer
<b>New York</b>	<b>Center for Video Education</b> Pat Shafer 56 Lafayette Ave N White Plains, NY 10603 (914) 428-9620 No MII	<b>IATSE</b> Karen Pizzuto 1515 Broadway #601 New York, NY 10036 No MII	<b>NBC</b> Bill Sacrey 30 Rockefeller Plaza Rm 1210W New York, NY 10112 (212) 664-7140 Have MII	<b>Vaughn Duplication Services</b> Lloyd Dorfman 10 E. 39th St New York, NY 10016 (212) 447-1038 Have MII	<b>Lowe's Companies, Inc.</b> Bill Hurd PO Box 1111 North Wilkesboro, NC 28656 (919) 651-4933 Have MII
<b>AICPA</b> Will Avgerakis TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212) 575-5490 Have MII	<b>Colortone</b> Bob Siebern 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	<b>IBM East Fishkill</b> Joseph Chin Rt 52 Dept-31U, zip 22A Hopewell Junction, NY 12533 (914) 894-8464 Have MII	<b>NBC</b> Mr. Andy Morris 30 Rockefeller Plaza Rm 1210W New York, NY 10112 Have MII	<b>Vertex Video Group</b> Steven Zacharoff 1680 Bedford Ave. #22D Brooklyn, NY 11225 (718) 756-0438 Have MII	<b>Marine Grafics</b> Bill Lovin Box 2242 Chapel Hill, NC 27515 (919) 362-8867 Have MII
<b>AICPA</b> Jim Catone TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212) 575-5490 Have MII	<b>Colortone</b> Jack Miller 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	<b>Leading Image</b> Larry Solomon 54 Kingsferry Rd. Montrose, NY 10548 (914) 739-5562	<b>NBC News</b> Mel Weidner 30 Rockefeller Plaza, RM 807 New York, NY 10112 (212) 664-6118 Have MII	<b>Vlahos Communications</b> Harvey Vlahos State RT 156 Altamont, NY 12009 (518) 861-8176 No MII	<b>Pumkin Creek Video Production</b> Harold Ferguson 321 Coffee Ave North Wilkesboro, NC 28659 (919) 667-7717 Have MII
<b>Allen AME Church</b> Gary Fulmore 1100-54 Merick Blvd Queens, NY 11432 (718) 526-3510 No MII	<b>CoarcVideo</b> Edward Helfer Jr. PO Box 2, Rt 217 Mellenville, NY 12544 (800) 888-4451 Supplier	<b>Locke Productions</b> Christopher Johnson 14336 Oak Ave Flushing, NY 11355 No MII	<b>NBC News</b> Stu Pearman 52-37 Second St Long Island City, NY 11101 (718) 482-8310 Have MII	<b>Warner Advertising</b> Brian Warner 150 N. Winton Road Rochester, NY 14610 (716) 654-6710 Have MII	<b>Sara Lee Direct</b> Walter Orehwa 470 Haines Mill Rd Winston-Salem, NC 27105 (919) 744-8293 Have MII
<b>All Pro Production</b> Nathan Bacher 124 W. 60th St., Suite 20B New York, NY 10023 (212) 489-5780 Have MII	<b>Duckball</b> Al Arthur 532 LaGuardia Pl Box 370 New York, NY 10012 (718) 599-2385 Have MII	<b>Manhattan Cable TV</b> Dean Adrian 120 E 23rd St New York, NY 10010 (212) 598-7278 Have MII	<b>New Matchback</b> Dan Aizenstat 605 2nd Ave Suite 3 New York, NY 10016 (212) 685-6283 Have MII	<b>WPIX</b> Bob Murch 222 42nd St New York, NY 10017 (212) 210-2552 No MII	<b>Sara Lee Direct</b> Chuck Morris 470 Haines Mill Rd Winston-Salem, NC 27105 (919) 519-7121 Have MII
<b>Bausch &amp; Lomb</b> Terry Shaw 1400 N. Goodman St. Rochester, NY 14692 (716) 338-8779 Have MII	<b>Elite Video Production</b> Kalmon Zeines 1612 E. 14th St Brooklyn, NY 11229 (718) 627-0499 Have MII	<b>Manhattan Cable TV</b> Fred Ciccone 120 E 23rd St New York, NY 10010 (212) 598-7269 Have MII	<b>New York City Sanitation Department</b> Mike Barbarotto Audio Visual Services Unit PO Box 213 Maspeth (Queens), NY 11378 (718) 507-3543 Have MII	<b>North Carolina</b>	<b>Southern Video Corp.</b> Louis Asbury 1016 S. Church St Charlotte, NC 28203 (704) 333-5454 Have MII
<b>B &amp; B Systems, Inc.</b> Norman Schnapper 630 3rd Ave. New York, NY 10017 (212) 599-0375 Supplier	<b>Greater Rochester Cable</b> Harry Goldberg 71 Mount Hope Ave Rochester, NY 14620 (716) 325-1111 Have MII	<b>Manhattan Cable TV</b> James Oakes 120 E 23rd St New York, NY 10010 (212) 598-1787 Have MII	<b>New York Telephone</b> William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 Have MII	<b>A&amp;T State University</b> Arthur D. Selby Greensboro, NC 27406 No MII	<b>Southern Video Corp.</b> Gary Killough 1016 S. Church St Charlotte, NC 28203 (704) 333-5454 Have MII
<b>BCS</b> Walter Druker 460 W. 34th Street New York, NY 10001 (212) 268-8800 Supplier	<b>HAVE, Inc.</b> Paul Swedenburg 309 Power Ave. Hudson, NY 12534 (518) 828-2000 Have MII/Supplier	<b>Moyse &amp; Associates, Inc</b> Claude Moyse PO Box 831 Latham, NY 12110 (518) 783-6221 Have MII	<b>New York City</b> Mike Barbarotto Audio Visual Services Unit PO Box 213 Maspeth (Queens), NY 11378 (718) 507-3543 Have MII	<b>Camp Lejeune Dept. Schools</b> Mirjam Bohnet Camp Lejeune, NC 28542 No MII	<b>Southern Video Corp.</b> Gary Killough 1016 S. Church St Charlotte, NC 28203 (704) 333-5454 Have MII
<b>Bravo Studio</b> Michael Shkolnikov 2055 E 57th St Brooklyn, NY 11234 (718) 377-4411 No MII	<b>Herkimer County Community College</b> Bob Schultz Reservoir Rd Herkimer, NY 13350 (315) 866-0300x238 Have MII	<b>Nassau County Police (VISCOM)</b> Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501 (516) 573-7013 Have MII	<b>Northstar Television Group</b> Mark Olkowski 405 Lexington Ave, 54th Floor New York, NY 10174 No MII	<b>Christian Faith Center</b> Willie Hodges PO Box 100 Creedmoor, NC 27522 (919) 528-1580 Have MII	<b>State of North Carolina Agency for Public Telecommunications</b> Richard Danchi 116 West Jones Street Raleigh, NC 27603 (919) 733-6341 Have MII
<b>Broadcast Video Productions</b> Jack Miller 480 Main Street Armonk, NY 10504 (914) 273-6649 Have MII	<b>Henry Joerz, Jr</b> 7230 73rd St Glen Dale, NY 11385 No MII	<b>NBC News Archives</b> Yuen Chin 30 Rockefeller Plaza, RM 922 New York, NY 10120 (212) 664-5223 Have MII	<b>PCI Recording Service</b> Ted Hummel 737 Atlantic Ave. Rochester, NY 14609 (716) 288-5620 No MII	<b>Junior Johnson &amp; Associates</b> Ron Dauenhauer Wilkesboro, NC 28697 (919) 984-2101 Have MII	<b>Target Television</b> Don Kirk 1001 S Marshall St Winston-Salem, NC 27101 Have MII
<b>Broadway Video Inc.</b> Dave Radin 1619 Broadway 10th FL New York, NY 10019 (212) 265-7600	<b>HITN</b> Jose Rodriguez 449 Broadway 13 New York, NY 10013 Has MII	<b>NBC News</b> Mark Chomut 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	<b>PDR Productions</b> Neil Derosa 219 E. 44th St New York, NY 10017 (212) 936-2020 Have MII	<b>Long Communications Group</b> Spencer Bullins 961 Burke St Winston-Salem, NC 27101 (919) 725-2306 Dealer	<b>TeleFox</b> Bill Hitchcock PO Box 2069 Moorehead, NC 28557 (919) 240-7340 Have MII
<b>Bronx Community College</b> Prof. Donald Canty 184 th St & University Ave Bronx, NY 10453 Have MII					

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**Video Perception**  
Rick Hall  
1016 S Church St  
Charlotte, NC 28203  
(704)358-0900  
Have MII

**Walt Kline & Assoc.**  
Mike Laur  
200 Brookstown Ave  
Winston Salem, NC  
27101  
(919)727-4900  
No MII

**WECT**  
Wayne Tiner  
322 Shipyard Blvd  
Wilmington, NC 28401  
(919)791-8070  
Have MII

**WFXI-TV**  
Michelle LaRock  
PO Box 2069  
Moorehead, NC 28557  
(919) 240-0888  
Have MII

**W.H. Platts Company**  
Brooks Platts  
2303 Distribution  
Charlotte, NC 28203  
(704) 332-9053  
Dealer

**WJZY**  
Ed McKay  
PO Box 668400  
Charlotte, NC 28266-  
8400  
(704) 398-0046  
Have MII

**WRAL**  
Al Dunbar  
2619 Western Blvd  
Raleigh, NC 27606  
(919) 821-8555  
Have MII

**WRAL**  
Ron Tyndall  
2619 Western Blvd  
Raleigh, NC 27606  
(919) 821-8520  
Have MII

#### North Dakota

**UND Aerospace**  
John Ness  
PO Box 8009  
Grand Forks, ND 58202-  
8009  
(701)777-4722  
Have MII

**WDAY-TV**  
Joel Aagenes  
301 8th Street So.  
Fargo, ND 58103  
(701) 237-6500  
Have MII

#### Ohio

**Advanced Video**  
Jeff Costa  
1312 Wise Dr  
Miamisburg, OH 45342  
(513) 461-6800  
Have MII

**ALLTEL Service**  
Corporation  
Kenneth C. Nelson  
2000 Highland Road  
Twinsburg, OH 44087  
(216)963-1862  
Have MII

**Classic Video**  
Dave Ginaven  
5001 E. Royalton Rd  
Cleveland, OH 44147  
(216) 838-5377  
Have MII

**Claybaugh Enterprises**  
Inc  
David Clay baugh  
2959 Layhigh Rd  
Hamilton, OH 45013  
(513)738-0880  
Have MII

**GE**  
Dan Kerr  
Videoconference Center  
One Neuman Way  
Cincinnati, OH 45215  
(513) 243-3695  
Have MII

**Horizon Production, Inc.**  
Bill Jacobs  
2321 Kemper Ln  
Cincinnati, OH 45206  
(513) 559-0550  
Have MII

**Image Video**  
Teleproduction  
Mike Tonges  
6755 Freedom Ave, NW  
North Canton, OH 44720  
(216) 494-9303  
Have MII

**Industrial Video**  
John Barak  
1601 N. Ridge Rd E.  
Lorain, OH 44055  
(216) 277-1218  
Dealer

**Mission Video Support**  
Paul Klouda  
10011A State Rt. 88  
Garrettsville, OH 44231  
(216) 527-2182  
Have MII

**Mission Video Support**  
Vince Sisson  
10011A State Rt. 88  
Garrettsville, OH 44231  
(216) 527-2182  
Have MII

**Nordson Corporation**  
Robert A. Schneider  
555 Jackson Street  
Amherst, OH 44001  
(216) 988-9411x4540  
Have MII

**Ohio Bell Telephone**  
Company  
Dave Kennett  
100 Erie View Plaza,  
Rm 230  
Cleveland, OH 44114  
(216) 822-3770  
Have MII

**RDB Productions**  
Russ Beckner  
2100 Heatherwood Ct  
Middletown, OH 45042  
(513) 422-9552  
Have MII

**Riverside Film & TV**  
Productions  
Rob Richardson, Jr.  
PO Box 543  
Marrietta, OH 45750  
(614) 373-0861  
Have MII

**Stanley Steamer Int'l**  
Steve Whitley  
5500 Stanley Steamer  
Pkwy  
Dublin, OH 43017  
(614) 764-2007x553  
No MII

**TW Teleproductions,**  
Inc.  
Tom Whaley  
141 E Water St  
Sandusky, OH 44870  
(419)621-0602  
Have MII

**Vanguard Productions**  
Jerry Beck  
7064 Huntley Rd  
Columbus, OH 43229  
(614) 436-4610  
Have MII

**Video Components**  
12117 Berea Rd  
Cleveland, OH 44111-  
1625  
(800) 899-8433  
Dealer

**Video Duplication**  
Services  
Pete Stock  
PO Box 18337  
Columbus, OH 43218  
(800) 289-4301  
Have MII

**WAKC-TV**  
Earl Miller  
853 Copley Rd  
Akron, OH 44320  
(216) 535-7831  
Have MII

**WBNX-TV**  
Bill Coger  
2690 State Rd  
Cuyahoga Falls, OH  
44221  
(216) 920-1019  
Have MII

**WEWS-TV**  
Ed Miller  
3001 Euclid Ave.  
Cleveland, OH 44115  
(216) 431-3687  
Have MII

**WHIZ-TV**  
Elmer Hartmeyer  
629 Downard Rd.  
Zanesville, OH 43701  
(614) 453-4079  
Have MII

**Wiegand Audio/Video**  
Labs  
Charles Wiegand  
7758 Lafayette Rd, NW  
Newark, OH 43055  
(614) 967-0059  
Supplier

**WKYC-TV**  
Andy Hitchcock  
1403 E. 6th St.  
Cleveland, OH 44114  
(216) 344-3356  
Have MII

**WKYC-TV**  
Gerald Plemmons  
1403 E. 6th St.  
Cleveland, OH 44114  
(216) 344-3353  
Have MII

**WNED-TV**  
Alan Creed  
13870 Salem Alliance Rd  
Salem, OH 44460  
(216) 337-3755  
Have MII

#### Oklahoma

**Barrister Studios**  
Phil Atkinson  
4305 S Mingo Ste A  
Tulsa, OK 74146  
(918)663-7700  
Have MII

**BCD Assoc.**  
RM Howard  
7510 N. Broadway  
Oklahoma City, OK  
73116  
Manuf.

**KJRH**  
Vic Turner  
3701 S. Peoria St  
Tulsa, OK 74105  
(918) 743-2222  
Have MII

**Teleproduction**  
Unlimited  
Mel Elzea  
5820 South 129th East  
Ave  
Tulsa, OK 74134  
(918) 252-2909  
Have MII

**ViaGrafix**  
Mike Webster  
31 South Adair  
Pryor, OK 74361  
(800)842-4723  
Have MII

#### Oregon

**Columbia Cable of OR**  
Jim DeChant  
14200 SW Brigadoon Ct.  
Beaverton, OR 97005  
(503) 644-3188  
Have MII

**Fishing the West**  
Kerry Brown  
5484 SE International  
Way  
Milwaukie, OR 97222  
(503) 654-0092  
Have MII

**Hultman Media Services**  
Gary Hultman  
300 Limp Creek Road  
Grants Pass, OR 97527  
(503) 474-6466  
No MII

**KBSP**  
Tim Mance  
4923 Indian School Rd,  
NE  
Salem, OR 97305  
(503) 390-2202  
Have MII

**KMTR-TV**  
Kurt Thelen  
PO Box 7308  
Eugene, OR 97401  
(503) 746-1600  
Have MII

**Portland Public Schools**  
Jim Kunze  
Television Services  
5210 N. Kerby St  
Portland, OR 97217  
(503) 280-5838  
Have MII

**Professional Video &**  
Tape  
Bill Floyd  
10240 SW Nimbus Ave  
Tigard, OR 97223  
(503) 598-9142  
Dealer

**Psychological Research**  
Foundation  
Loren Parks  
19460 SW Shaw  
Aloha, OR 97007  
(503)649-7007  
Have MII

**Teknifilm/Vaughn**  
Jody McNamer  
1434 NW 17th Ave.  
Portland, OR 97209  
(503)224-3835  
Have MII

**TELETEK Video**  
Judy & Virgil Sipes  
19275 SW Tualasum Dr  
Tualatin, OR 97062  
(503)638-5035  
Have MII

#### Pennsylvania

**Action Duplication**  
Craig Kuptsow  
555 North Lane, Suite  
5075  
Conshocken, PA 19428  
No MII

**Allen Organ Company**  
Clark Ferguson  
150 Locust St  
Macungie, PA 18062  
(215) 966-2202  
Have MII

**Ascension Video**  
Jim Boda  
48 A St.  
Northumberland, PA  
17857  
(717) 473-9733  
Have MII

**Barlieb Wallace Heilman**  
Productions  
Pamela Wallace  
1680 Mine Site Rd  
Allentown, PA 18103  
(215)395-7176  
Have MII

**Bell Atlantic**  
Morris Hawk  
1 Parkway, 2nd Floor  
Philadelphia, PA 19102  
(215) 466-3896  
Have MII

**Cornerstone TV**  
Kevin Robinson  
Signal Hill Dr  
Wall, PA 15148  
(412) 824-3930  
Have MII

**Cornerstone TV**  
Gary Stuart  
Signal Hill Dr  
Wall, PA 15148  
(412) 824-3930  
Have MII

**Mine Safety Appliance**  
Co.  
Josh Bayer  
PO Box 426  
Pittsburgh, PA 15230  
(412) 967-3198  
Have MII

**NAMEDLOC Inc**  
Lon Crosby  
430 Hollybush Rd  
Bryn Maw, PA 19010  
No MII

**Pittsburgh Televideo Inc.**  
1738 N. Highland Rd.  
Suite 103  
Pittsburgh, PA 15241  
Have MII

**Pro Video**  
Steve Zampana  
1001 Sussex Blvd  
Broomhall, PA 19008  
(215)328-7448  
Dealer

**Quail Video Products**  
Bill Frazier  
949 Penn Ave  
Pittsburgh, PA 15221  
(412) 243-1300  
Dealer

**Quail Video Products**  
Brian Nee  
949 Penn Ave  
Pittsburgh, PA 15221  
(412) 243-1300  
Dealer

**Reel Video Productions**  
Mark Johnson  
300 Roosevelt Ave  
Hollidaysburg, PA 16648  
(814)695-8054  
Have MII

**RPC Video**  
Paul Hauser  
384 Route 909  
Verona, PA 15147  
(412) 828-1414  
Dealer

**SMI Productions**  
Stan Mack  
5100 Tilghman St.  
Suite 20  
Allentown, PA 18104  
(215)398-8200  
No MII

**St. Margarets Hospital**  
Rich Moore  
815 Freeport Rd.  
Pittsburgh, PA 15215  
(412)784-5252  
Have MII

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Video Spectrum Wayne Stephany 630 Hedgewick Dr Lancaster, PA 17603 (717) 394-4042 Have MII	Action Video Productions Tommy Cabaniss 9 E. Parkins Mill Rd Greenville, SC 29607 (803)297-8865 Have MII	KSFY Wayne Gudgel 300 N. Dakota Ave; Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	Shop At Home Network Buddy Winsett Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	Industrial Audio Video Mark Faulstich 2617 Bissonnet Houston, TX 77005 (713) 535-2375 Dealer	NEC America Broadcast Equipment Dept Jim Suttles 1417 Exchange Dr Richardson, TX 75081 (214) 907-4744 Manuf.
WHYY John Collins 150 N. 6th. Street Philadelphia, PA 19106 (215) 351-1274 Have MII	Cable Ad Connection Dave Rodney PO Box 746 Johns Island, SC 29457 No MII	South Dakota Public Broadcasting Wayne Nelson PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	Tennessee Wildlife Resources Agency Mark Greenwald PO Box 40747 Nashville, TN 37204 (615) 781-6502 Have MII	ISDL Priya Dasi 400 Barsana Rd Austin, TX 78737 (512) 288-7180 Have MII	On Location Video Services Mel Rainer PO Box 35657 Houston, TX 77035 (713) 728-1020 Have MII
WJAC Rob Abele 1949 Hickory Ln Johnstown, PA 15905 (814) 255-7600 Have MII	Greenville Technical College Michael Conet PO Box 5616 Greenville, SC 29606- 5616 (803)250-8363 Have MII	South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	Video Ideas 4762 Highway 58 Suite G Chartanooga, TN 37416 (615) 894-2677 Have MII	J Darrell Kirkley Inc. Darrell Kirkley 11078 Morrison Dallas, TX 75229 (214) 243-0013 Have MII	Project Video Gary Brewton PO Box 5850 Beaumont, TX 77726 No MII
WPGH-TV John Getz 750 Ivory Ave Pittsburgh, PA 15214 (412) 931-8141 Have MII	Prime Cuts Productions Lenny Spears 247 Riverland Dr James Island, SC 29412 (803)762-0719	South Dakota Public Broadcasting Daniel Schiedel PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	WMC-TV Mike Schwartz 1960 Union Ave. Memphis, TN 38104 (901) 726-0555 Have MII	KCEN-TV Ken Smith PO Box 6103 Temple, TX 76503 (817)773-6868 Have MII	Pro Line Video Jim McConnell 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 Have MII
WPTT-TV Chief Engineer PO Box 2809 Pittsburgh, PA 15230 (412)856-9010 Have MII	Ron Shecut 3404 Keenan Dr Columbia, SC 29201 (803)765-2299 No MII	South Dakota Public TV Peter Egart PO Box 22188 Brookings, SD 57007- 2399 (605)688-4191 Have MII	World Class Productions Frank Weeks 1300 East 9th Ave Johnson City, TN 37601 (615)928-5753 Have MII	KTSM-TV Andrew Kiska 272 Shadow Mt 59 El Paso, TX 79912 (915)532-5421 Have MII	Pro Line Video Terry Nixon 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 x22 Have MII
WSEE-TV Dan Nungesser 1220 Peach St Erie, PA 16501 Have MII	Sound & Images Fess Shelton PO Box 26895 Greenville, SC 29616 (803)288-8400 Have MII	Department of Ag Communications Stuart Fedt PO Box 2231. SDSU Brookings, SD (605)688-4507 No MII	Texas Accelerated Christian Education Don Gray 2600 Ace Lane Lewisville, TX 75067 (214) 315-1776 Have MII	KTSM-TV Gregg Davison 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII	Pro Line Video Skip Holcombe 4778 Research Dr. San Antonio, TX 78240 (512)690-1234 Have MII
<b>Rhode Island</b> Colony Cable Dave Ribblett 169 Weybosset Street Providence, RI 02901- 0969 (401)277-7852 Have MII	Total Audio Visual Services Allan Dox 1 Winsor Cove Columbia, SC 29223 (803)788-1333 Dealer	Tennessee Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224- 1482 (615)5500 Have MII	Christian Video Ministries J.D. Dunson HCR 2 Beeville, TX 78102 (512) 358-3416 Have MII	KTSM-TV Rick Vilardell 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII	Siam Satellite-TV Mandonsiri Kattija Ari 7306 Logging Tr Humble, TX 77346 No MII
Heritage Cable Joe Stafford PO Box 518 Lincoln, RI 02865 (401) 765-6652 Have MII	Video South Productions David Haskell 105 Cypress Plaza PO Box 2249 Myrtle Beach, SC 29578 (803)236-3030 Have MII	Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 (901) 523-0506 No MII	CompuTrac Roger Young 222 Munciple Dr. Richardson, TX 75080 (214) 234-4241 Have MII	KXXV Jerry Copeland PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII	Stillpoint Productions Robert Castaldo 706 W. Main St Arlington, TX 76013 No MII
Logeographics Maria Houde PO Box 23535 Providence, RI 02903 No MII	Walton Productions Stan Walton 158 Cannondale Rd. Columbia, SC 29212 (803) 731-0871 Have MII	Miles & Associates John Miles 755 Broad St NW Cleveland, TN 37311 Have MII	ECI Video Shawn Sterling 2809 Ross Ave Dallas, TX 75201 (800)880-9400x224 Dealer	KXXV Mike Jugert PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII	Texas A & M University Bob Matey Video Lab Kyle Field College Station, TX Have MII
Narragansett TV William Hague 25 Catamore Blvd E Providence, RI 02920 (401)438-3317 Have MII	WBTW Doug Carter PO Box 100530 Florence, SC 29501 (803) 662-1565 Have MII	McKee Foods Corp. Tom Hunter, Mgr. AV Division 10260 McKee Rd Box 750 Collegedale, TN 37315 (615)238-7111 x2382 Have MII	ECI Video Johnny Griffin 2809 Ross Ave Dallas, TX 75201 (800)880-9400x218 Dealer	KXXV Lou Strowger PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII	Texas Department of Public Safety Gene Henderson Media Production Unit PO Box 4087 Austin, TX 78773-0001 (512)465-2217 Have MII
WPRI Jim Costa 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	W.H. Platts Company Billy Platts 710 King Street Charleston, SC 29403 (803)723-7604 Dealer	Shop At Home Network Alvin Hodges Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	Fuji Photo Film Bob Sullivan 1628 West Crosby Road Suite 100 Carrollton, TX 75006 (214) 466-9200 Manuf.	Legal Media Center Kevin McInturff 4151 SW Freeway Suite 715 Houston, TX 77027 (713) 963-0397 Have MII	Texas Education Agency Ernesto Mejia 1701 N Congress Ave Austin, TX 78701-1494 (512)463-9054 Have MII
WPRI Mark Gordon 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	<b>South Carolina</b> KSFY Doug Loos 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	Shop At Home Network Alvin Hodges Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	Hatikvah Ministries Brian Jones 2437 Bay Area Blvd, Ste. 143 Houston, TX 77058 (713)286-2480	Pierre Miron C 15205 S. Main Houston, TX 77035 (713) 499-8764 No MII	The Video Eye Bob Fitch 10960 Mill Ridge N. Dr Suite 103 Houston, TX (713)890-8364 Have MII

<b>The University of Texas Health Science Center Sam Dement Television Production Services</b> 7703 Floyd Curl Dr San Antonio, TX 78284 (512) 567-2220 Have MII	<b>The Studio</b> Russ Relyea 342 W. 200 S. Salt Lake City, UT 84101 (801) 595-8800 Have MII	<b>AVEC Electronics Corp.</b> John Heinke 711 Granby St Norfolk, VA 23510 (804) 627-3502 Dealer	<b>Garces Communications</b> Rolado Garces PO Box 3262 Reston, VA 22090 No MII	<b>Russell &amp; Associates</b> Sam Russell P.O. Box 877 Marion, VA 24354 (703) 783-2251 No MII	<b>Zion Systems</b> Richard Hiett 1361 Lincolnshire Dr. Harrisonburg, VA 22801 (703) 433-7700 No MII
<b>The University of Texas Sports</b> Mike Arias Belmont Hall RM 224C Austin, TX 78713 (512) 471-6826 Have MII	<b>The Valley Channel</b> Earl Rouse 426 N 400 E Logan, UT 84321 (801) 752-7537 No MII	<b>AVS</b> Jeff Kreger 3330 Bourbon St. Fredricksburg, VA 22408 (703) 371-8324 Have MII	<b>Gardy-McGrath (Intl) Inc.</b> Dave Gardy 1950 Roland Clarke Pl., Ste 100 Reston, VA 22091 (703) 620-6000 Have MII	<b>Sallie Mae</b> Charlie Hite 200 Fairbrook Dr Herndon, VA 22070 (703) 834-5737 Have MII	<b>Washington</b>  <b>Blue Mountain Broadcasting</b> Lynelle Childs PO Box 205 College Place, WA 99324 (509) 529-9149 No MII
<b>Vidicom Distributors</b> Russ Robbins 232 W. 38th St. Houston, TX 77018 (713) 694-6400 Dealer	<b>Utah Valley Community College</b> Tom Nelson 800 West 1200 South Orem, Utah 84058 Have MII	<b>Henry Boisvert</b> 4225 N. Henderson Rd Arlington, VA 22203 No MII	<b>George Mason University</b> Susan Kehoe Univ. Drive TV Studio Fairfax, VA 22030 (703) 323-3586 Have MII	<b>Signet Bank</b> Mike Blacker Video Department 11013 W. Broad St. Rd. Glen Allen, VA 23060 (804) 0747-2064 Have MII	<b>KEPR</b> Don Eckis PO Box 2648 Pasco, WA 99302 (509) 547-0547 No MII
<b>Utah</b>  <b>Bosworth Graves</b> Norm Bosworth 1055 S. 700 W Salt Lake City, UT 84104 (801) 972-6128 Have MII	<b>Video Lines</b> Dennis Lisonbee 267 S. Mountainland Orem, UT 84058 (801) 226-0344 Have MII	<b>Bon Aventure Video Communications</b> David Jennings One Radio Lane Culpeper, VA 22701 (703) 373-5767 No MII	<b>Gingerbread Productions</b> 1323 Shepard Dr. Sterling, VA 22170 (703) 450-7722	<b>Systems Research Service</b> TM Atkins 8664 Martin Creek Rd Roanoke, VA 24018 Supplier	<b>KHQ</b> Don Carmicheal P.O. Box 8088 Spokane, WA 99203 (509) 448-4655 Have MII
<b>Brigham Young University</b> Roger Gunn Communication Dept Provo, UT 84602 Have MII	<b>Word Perfect Corp.</b> Steve McCurdy 1555 N. Technology Way Orem, UT 84057 (801) 228-4916 Have MII	<b>Zack Burkett Productions</b> Zack Burkett 14162 Marquis Rd Unionville, VA 22567 (703) 854-6502 No MII	<b>C. Mark Guenther</b> 7529 McWhorter Pl. #303 Annandale, VA 22003 (703) 941-6943 No MII	<b>Thomas Communications</b> William Aylward 2550 Huntington Ave Suite 205 Alexandria, VA (703) 329-0102 No MII	<b>KHQ</b> Jeff Hite P.O. Box 8088 Spokane, WA 99203 (509) 448-4655 Have MII
<b>DCE Marketing</b> Kenneth Foster University of Utah 2167 Annex Bldg Salt Lake City, UT 84112 (801) 581-5588 Have MII	<b>Word Perfect Corp.</b> Todd Mortensen 1555 N. Technology Way Mail Stop KA110 Orem, UT 84057 Have MII	<b>Commonwealth Film Inc</b> Rodney Asbridge 1500 Brook Rd Richmond, VA 23220 (804) 649-8611 Have MII	<b>Norfolk Naval Shipyard</b> A/V Department Bill Whitford Bldg 33 Code 120 Portsmouth, VA 23709 (804) 396-3408 Have MII	<b>Tuckahoe Orthopaedics Assoc.</b> Orthopaedic Research of Virginia Mike Cockerham 8919 Three Chopt Rd Richmond, VA 23229 (804) 285-7336 Have MII	<b>Kostov &amp; Assoc.</b> Multimedia Studios Michael Kostov 221 First Ave West, Ste 120 Seattle, WA 98119 (206) 285-2797 Have MII
<b>DCE Marketing</b> Tori Smith University of Utah 2167 Annex Bldg Salt Lake City, UT 84112 (801) 581-5588 Have MII	<b>Word Perfect Corp.</b> Scott Myler 1555 N. Technology Way Orem, UT 84057 (801) 228-4900 Have MII	<b>Corporate Communications Inc.</b> Harold Wiggins 1630 W. Main St. Richmond, VA 23220 (804) 359-9423 Have MII	<b>Park Avenue Teleproductions</b> David Trowsell 3500 Maryland Ct Richmond, VA 23233 Have MII	<b>Union Theological Seminary</b> John Coffman Media Services Dept. 3401 Brook Rd Richmond, VA 23227 (804) 278-4323 Have MII	<b>Kramer Video</b> Tom Kramer PO Box 22446 Seattle, WA 98122 (206) 322-6555 Have MII
<b>KBYU-TV</b> Lynn Edwards C-302 HFAC BYU Provo, UT 84602 (801) 378-3551 Have MII	<b>Vermont</b>  <b>Iris Multimedia</b> Robert Logsdan PO Box 726 Burlington, VT 05402 (802) 865-9560 No MII	<b>Department of Justice</b> Noel Herold Bldg 27958A Quantico, VA 22135 Have MII	<b>Philip Morris USA</b> Carmen Inge P.O. Box 26603 Richmond, VA 23261 (804) 274-3721 Have MII	<b>Video Services, Inc.</b> Jim Howell 9305 Broad Meadows Rd Glen Allen, VA 23060 (804) 346-0835 Repair	<b>Mountain View TV</b> Anthony Evans 1500 SE Blairmont Dr Vancouver, WA 98684 (206) 253-2588 Have MII
<b>KBYU-TV</b> Bob Gillman C-302 HFAC BYU Provo, UT 84602 (801) 378-3551 Have MII	<b>Virginia</b>  <b>2PM Multimedia</b> Jim Wine P.O. Box 2 Linden, VA 22642 (703) 636-4142 Have MII	<b>Empire Video</b> Robert Rositzke 3412 Ramsgate Ter. Alexandria, VA 22309 (703) 360-6623 No MII	<b>Public Broadcasting Service</b> Mark Richer 1320 Braddock Place Alexandria, VA 22314 (703) 739-5471 Have MII	<b>Virginia Baptist Board</b> Glenn Starling P.O. Box 8568 Richmond, VA 23226 (804) 672-2100 Have MII	<b>National Videotape Co.</b> Mari Scimeca 63 Clay Seattle, WA 98121 (206) 441-1182 Supplier
<b>LDS AV</b> Peter Unwin A/V Dept. 50 East North Temple Salt Lake City, UT 84150 Have MII	<b>AMPROD Inc.</b> Ken Santucci 4531 Stone Pine Court Chantilly, VA 22021 (703) 818-1353 Have MII	<b>Evening Productions</b> Victoria Eves PO Box 2065 Falls Church, VA 22042 No MII	<b>Public Broadcasting Service</b> Keith Ellsworth 1320 Braddock Place Alexandria, VA 22314 (703) 739-5204 Have MII	<b>Vision Enterprises</b> Michael Sustar P.O. Box 2698 Christiansburg, VA 24068 (703) 382-0451 Have MII	<b>Professional Services Media</b> Rich Kraemer PO Box 4005 Tumwater, WA 98501 (206) 786-1686 Have MII
<b>Scott Nelson Productions</b> Scott Nelson 5006 S. Fairbrook Holladay, UT 84117 (801) 272-5428 No MII	<b>Walter Arandia</b> 4311 S. 9th St Arlington, VA 22204 (703) 521-9475 Have MII	<b>The Family Channel</b> Russ Murphy 1000 Centerville Turnpike Virginia Beach, VA 23463 (804) 523-7874 Have MII	<b>Reed Film &amp; Video</b> Lloyd Reed 4501 Sonata Court Fairfax, VA 22031 (703) 978-5988 Have MII	<b>WRLH-TV</b> Eldon Brown 1925 Westmoreland St Richmond, VA 23230 Have MII	<b>Puget Sound Power &amp; Light Company</b> Charles Nishida PO Box 97034 OBC-09W Bellevue, WA 98009-9734 (206) 454-6363 x3231 Have MII



University of Washington Jack Armstrong Instructional Media Svcs Main St. DG-10 Seattle, WA 98195 Have MII	<b>Wisconsin</b> Avonix Ken Muehlbauer P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Eaton Corporation Jim Heise 4201 N. 27th St Milwaukee, WI 53216 (414) 449-6216 Have MII	Vaughn Duplication Services Tom Brunhart 700 West Michigan Ave., Ste 150 Milwaukee, WI 53233 (414)276-6511 Have MII	VIDCOM Michael Olelock 3-1854 West First Ave. Vancouver, B.C. V6J 1G5	Edcom Multi Media Jeff Howard Production Dept. 1773 Mattawa Ave. Mississauga, Ontario L4X 1K5
Videoland Productions Mitch McGeary 805-C College St. SE Lacey, WA 98503 (206) 491-1332 Have MII	Avonix Bob Buss P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Excel Communications Jim Dorman 3487 N 124th St Brookfield, WI 53005 (414)786-0686 Have MII	VIDTEK James Lillis 9235 W. Capital Dr Milwaukee, WI 53222 (414) 466-7488 Have MII	<b>Nova Scotia</b> Central Editing Services Rocky Warren 69 Walker Street Truro, Nova Scotia B2N 4A8	General A/V Neil Watt 6889 Rexwood Road Unit #9 Mississauga, Ontario L4V 1R2
Washington Natural Gas John Cox 815 Mercer Street Seattle, WA 98111 (206) 622-6767 Have MII	Avonix Jerry Martin P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Firststar Corporation Frank Datzler 777 East Wisconsin Ave. Milwaukee, WI 53202 (414) 765-6228 Have MII	Wausau Insurance Paul Hunsanger The Westwood Conference Center 1800 W. Bridge St. Wausau, WI 54401 (715)847-7772 Have MII	<b>Ontario</b> AEC Computers Jann Teng R.R. #7 Providence Line Peterborough, Ontario K9J 6X8	Humphries Productions Stan Humphries 93 Downey Road Guelph, Ontario NIC 1A1
Washington Natural Gas Chis Nardine 815 Mercer Street Seattle, WA 98111 Have MII	Avonix John Spartz P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Fraser Orton Productions Dennis Fraser 2150 Memorial Dr., Suite 212 Green Bay, WI 54303 (414) 494-6150 Have MII	WYOU Frank Maiale 1619 Monroe St Madison, WI 53711-2021 (608) 258-9644 Have MII	Agincourt Productions Perren Baker 20 Kinnear Court Richmond, Ontario L4B 1K8	Image Projection John Chyurlia 15 Capella Court Unit 109 Nepean, Ontario K2E 7X1
<b>West Virginia</b> Consolidated Media Systems Larry Cox PO Box 649 Scott Depot, WV 25560 (304)744-4804 Supplier	Avonix Michael Sieb P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Moraine Park Technical College Bob Haase P.O. Box 1940 Fond Du Lac, WI 54936-1940 (414) 929-2112 Have MII	<b>Wyoming</b> Pronghorn Productions Dudley Irvine PO Box 703 Lander, WY 82520 (307)332-9714 Have MII	Asian Television Network Prikash Nadu 130 Pony Dr. Newmarket, Ontario L3Y 7B6	Maximum Productions Michael Jerome 730 Cochrane Dr. Markham, Ontario L3R 8E1
E.I. Dupont Jack Green 901 W. Dupont Ave. Belle, WVA 25015 (304) 357-1835 Have MII	Avonix Rob Di Frances P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Northeast Tech. College John Siemerling PO Box 19042 Green Bay, WI 54307-9042 (414)498-5495 Have MII	<b>Canada</b> <b>Alberta</b> EM/Media Jim Goertz #200 - 116 - 8th Ave. S.W. Calgary, Alberta T2P 1B3	Asian Television Network Shan Chandrasekar 130 Pony Dr. Newmarket, Ontario L3Y 7B6	MBST Lifetime Prod. 5 De Witte Court Markham, Ontario L3P 3Y4
Seneca Communications Inc. Chuck Sizemore 1321 Dunbar Ave Dunbar, WV 25064 (304) 766-8740 Dealer	Camera Corner Inc. Earl Neville 529 N. Monroe St. Green Bay, WI 54301 Dealer	Optics & Images David Anderson 1805 E. Allouez Ave Suite 1 Greenbay, WI 54311 (414) 465-9040 Have MII	Glenrose Rehab. Hospital Randy Robertson 10230-111 Ave. Edmonton, Alberta T5G 0B7	Atchisound Prod. Services Don Atchison 1589 Drake Ave Ottawa, Ontario K1G 0L7	Ontario College of Art George Dougherty 100 McCaul Street Toronto, Ontario M5T 1W1
Spectra Media Gary Simmons 2410 Woodland Dr South Charleston, WV 25303 (304)744-7725 Have MII	Centercom Bob Harmon 5737 W. Hemlock Street Milwaukee, WI 53223 (414) 353-2001 Have MII	P.A. Bergner & Co. Jim Brzyck 331 W. Wisconsin Ave. Fourth Floor Milwaukee, WI 53203 (414)347-5207 Have MII	Lethbridge Cablenet Mark Doran 1232 - 3 Ave. South Lethbridge, Alberta T1J 0J9	CBC - Windsor Bruce Taylor 825 Riverside Drive W. Windsor, Ontario N9A 1K7	Ryerson Poly Technical Brad Fortiner 350 Victoria Street Toronto, Ontario M5B 2K3
West Virginia University Dept. Radio & TV Rt 10 Box 304B Ramada Rd Morgantown, WV 26506 Have MII	C.F. Struck Corp. Charles F. Struck PO Box 307 W51 N545 Struck Ln Cedarburg, WI 53012 (414)377-3300 Have MII	Reimers Photo Material Co. Dan Fritz 300 E. Bay Milwaukee, WI 53207 Have MII	Montage Communications Michael Prysunka Lower Floor 611-10th Ave. S.W. Calgary, Alberta T2R 0B2	CFMT - CH. 47 Pip Bola 545 Lakeshore Blvd. West Toronto, Ontario M5V 1A3	Scarborough Board Alex Maropakis 52 McGriskin Road Scarborough, Ontario M1S 4G5
WOAY-TV Jim Martin RTE 16 South Oak Hill, WV 25901 (304) 469-3361 Have MII	David Larson Productions David Larson 5910 N. Lilly Road Menomonee Falls, WI 53051 (414) 252-4122 Have MII	Universal Production Int'l Bob Kames, Jr. 4415 W. Forrest Home Ave Milwaukee, WI 53219 (414) 321-0874 Have MII	Shaw Cablesystems Gene Sydor 7633-50 Street Edmonton, Alberta T6B 2W9	CFMT - CH. 47 Brian Herling 545 Lakeshore Blvd. West Toronto, Ontario M5V 1A3	Sheridan College Todd Hallam Tech Services 1430 Trafalgar Road Oakville, Ontario L6H 2L1
WVAH-TV Raymond Beckner 11 Broadcast Plaza Hurricane, WV 25526 (304) 757-0011 Have MII	University of Wisconsin Bager Football 1440 Monroe St. Madison, WI 53711 Have MII	University of Wisconsin Bager Football 1440 Monroe St. Madison, WI 53711 Have MII	<b>British Columbia</b> The Videomaker Sig Poeppel 2160 Van Horne Drive Kamloops, B.C. V1S 1L7	Corona Communication Doug Reynolds 500 Barrydowne Rd. Sudbury, Ontario P3A 3T3	Sheridan College Ken Walker 1430 Trafalgar Road Oakville, Ontario L6H 2L1
WYVN Dan Taylor 1 Discovery Pl Martinsburg, WV 25401 (304) 267-6180 Have MII				Soft Science Associates Ltd. Eric Harris R.R. #1 Gore's Landing, Ontario KOK 2E0	Special Event Video Productions Jim Huber 1911 Baseline Rd #100 Ottawa, Ontario K2C 0C7



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St. Clair College Roger Faubert 2000 Talbot Road West Windsor, Ontario N9A 6S4	Video Events John Phillips 6 Winthorpe Ave Toronto, Ontario M4K 1C9	Quebec Concept Videoscope Claude Pdpin 100 bld Antonio Barrette Joliette, Quebec J6E 1E5	Infographie Michel Faubert 520 Landreville, Unit 1A Ile des Soeurs, Quebec H3E 1B4	Projet IMAGE Jose Forest 4565, Chemin de la Reine Marie Montreal, Quebec H3W 1W5	Saskatchewan Size Small Productions John Lumby 34 Degeer Crescent Saskatoon, Saskatchewan S7H 4P7
University of Toronto Ron Beardon Media Centre 563 Spadina Ave. Toronto, Ontario M5S 1A1	Vid Vid Video Blake Robson 17 Easton Road Brantford, Ontario N3P 1J4	CKSH-TV Marcel Aganier 340 Boul. Industriel Sherbrooke, Quebec J1L 1Z9	Le Studio du Centre- Ville Michel Bliodeau 1168 rue Bishop Montreal, Quebec H3G 2E3	SportAction Video 2323 Boul. Versant Nord Suite 204 St. Foy, Quebec G1N 4P4	STV - Regina Brian Sather 370 Hoffer Drive Regina, Saskatchewan S4N 7A4
University of Toronto Ernie Lopez 119 St. George Street North Wing, Room 27 Toronto, Ontario M5S 1A1	York University Dave Walton Stedman Bldg. 4700 Keele Street Toronto, Ontario M3J 1P3	CKTM-TV Trois Rivières 4141 St. Jean Blvd Trois Rivières, Quebec G9A 5G3	Premier Choix TVEC Inc. Chantal Gagnon 2100 Ste - Catherine Quest #800 Montreal, Quebec H3H 2T3	Universite de Montreal Jean-Marie Herbert PO Box 6128 Montreal, Quebec H3C 3J7	STV - Saskatoon Len Virog 218 Robin Crescent Saskatoon, Saskatchewan S7L 7C3
University of Windsor Tom Fuerth Communications Dept. Windsor, Ontario N9B 3P4	Prince Edward Island York Point Productions Stewart Smith 8 Falconwood Road Charlottetown, PE C1A 6B5	Hautes Etudes Commerc. Serge Larivee 5255 Avenue Decelles Montreal, Quebec H3T 1V6	Productions du Deluge Jean Perrier 797 Valiquette Verdun, Quebec H4H 2E1	Universite du Quebec a Montreal - Denis Vaillancourt C.P. 8888, Succ. "A" Montreal, Quebec H3C 3P8	Video One Systems Jim Sax 2318 Avenue C North Saskatoon, Saskatchewan Canada S7L 5X5

*Have you checked your listing?*

*If your listing is incorrect, please contact Debbie with changes etc. She will update your listing ASAP!*

*Phone: (800) 966-1030, (703) 620-6000, fax (703)620-0451 - New Numbers!.*

*Our NEW address is:  
MII Users Association of America  
c/o GMG International Inc.  
1950 Roland Clarke Pl., STE 100  
Reston, VA 22091  
Attn: Debbie*

*This is your newsletter, please feel free to contribute any MII related material of interest to the MII using public.*

*If you have any recent MII happenings, or if you'd like to tell us about your facility. Send us your press release, fill out one of our press release forms (it's ok to send us photos too! Just let us know if you want them back.) and we'll print it in the "MII Playback".*

*Please mail or fax your information to the association. Fax (703)620-0451*

*MII Users Association of America  
c/o GMG International, Inc.  
1950 Roland Clarke Pl, Ste 100  
Reston, VA 22091*

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# Monthly Survey Questions

Please respond!

*Each month the users association will poll users on specific MII issues and publish the results in the next newsletter. In order to do a fair and accurate survey, we need your help. Please send in your survey responses as soon as possible. Thank you.*

Many users have been impressed with the recent Panasonic Marketing effort for D-3. But many have expressed questions about what it means for MII. This is a complex issue and we're attempting to respond by opening a dialogue with our membership through this month's survey.

1. Do you feel that if Panasonic is going to sell D-3 successfully, the company must demonstrate a continued commitment to MII in all areas (marketing, service, users support)?

Yes ☐ No ☐ No opinion ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

2. Do you think D-3's market acceptance will eventually equal that of D-2 ?

Yes ☐ No ☐

If not why(Please check one)

- ☐ Recession is preventing investment in any new expensive format.
- ☐ Production Industry is waiting for D-5
- ☐ Panasonic has never dominated a market with a broadcast tape format
- ☐ Other reasons (please state below)

Please comment: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. Based on your past MII sales and service experience, for the most market acceptance, do you feel D-3 should be marketed through direct representatives or through dealer networks?

Direct Representatives ☐ Dealer Networks ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

4. If you are currently an MII owner, will you be purchasing a Digital format in the future? Yes ☐ No ☐ Not sure ☐

If so, which one?

D-1 ☐ D-2 ☐ D-3 ☐ wait for D-5 ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

5. Since the inception of the D-3 marketing effort, do you feel that MII is getting less support from Panasonic in-

Marketing and sales	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Service	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Availability-parts, tape, supplies	Yes <input type="checkbox"/>	No <input type="checkbox"/>

It is most important for the membership that you respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24 hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000 or Mail to:

MIU Users Association of America  
c/o GMG International, Inc.  
1950 Roland Clarke Place, Suite 100  
Reston, VA 22091

Optional:

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

# MII Users Association of America

## Press Release Form

Requested by \_\_\_\_\_ Point of Contact \_\_\_\_\_

Company \_\_\_\_\_ Phone Number \_\_\_\_\_

Name of Production \_\_\_\_\_ Date of Production \_\_\_\_\_

Client \_\_\_\_\_ Production Company \_\_\_\_\_

Producer \_\_\_\_\_ Director \_\_\_\_\_

Talent \_\_\_\_\_ Subject of Production \_\_\_\_\_

Other Crew \_\_\_\_\_ Format(s) Used \_\_\_\_\_

Special Points of Interest (Attach additional pages if necessary)

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Send to: MII Users Association of America, c/o Gardy McGrath Int'l, Inc., 1950 Roland Clarke Place, Suite 100, Reston, VA 22091 or fax to (703) 620-0451

*It is not necessary to use this form, as long as your submission is legible. If you have photos, you may send them too. They will not be returned.*

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For Association Use Only

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Date Received \_\_\_\_\_

Action Taken (where sent and when) \_\_\_\_\_